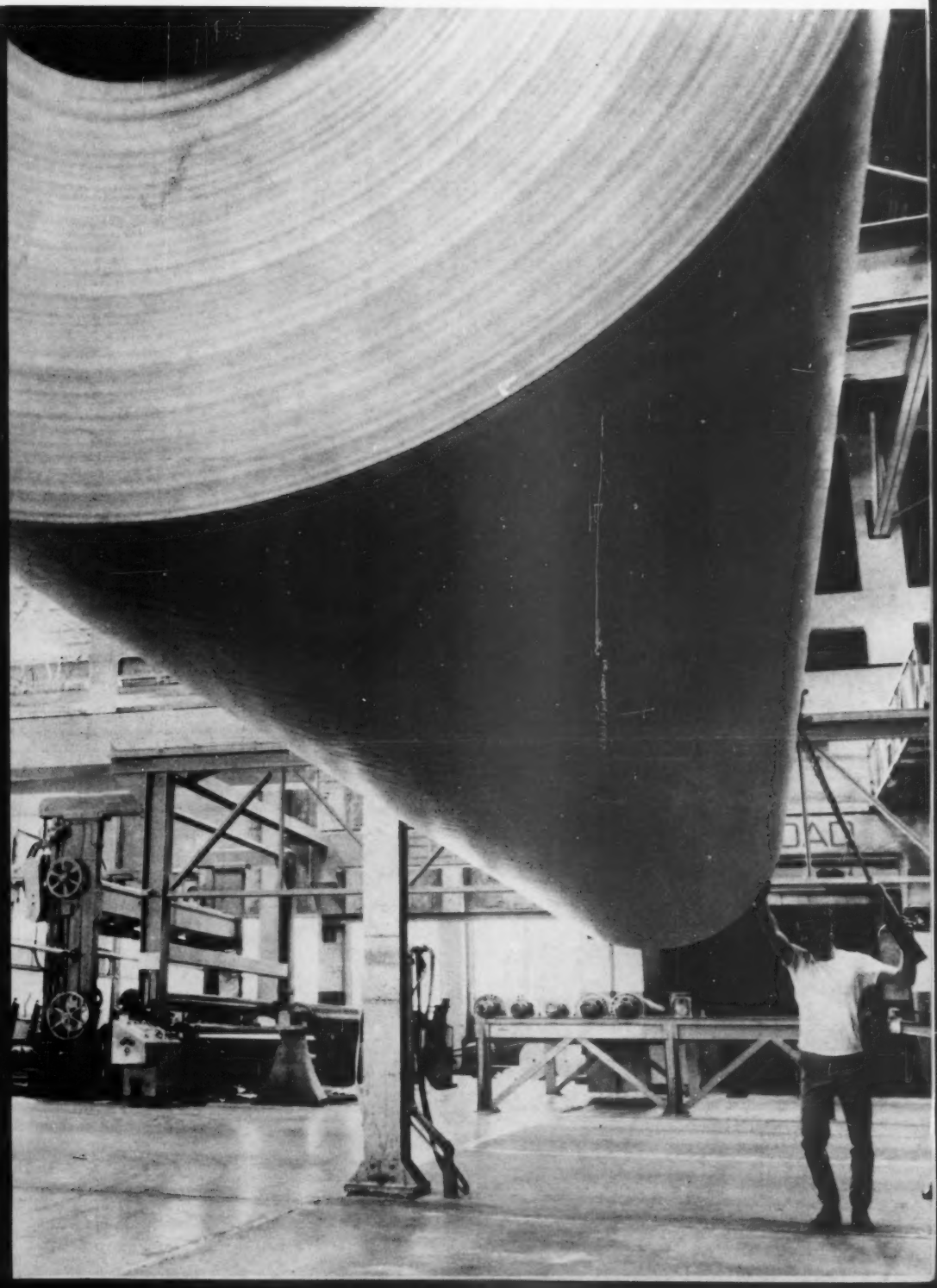
SEPTEMBER 17, 1973

Commerce Today

Coming Developments in Business and Technology



Economy's Boom Shrinks Newsprint Supply

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FROM THE
SECRETARY

Taking The Rational Stance

There was a time in this country when changing a light bulb was a major undertaking. At the turn of the century, light bulbs were made in an incredibly bizarre number of base sizes, threads, and bulb configurations. Industry, through a voluntary standardization program, drastically reduced the kinds of bulbs manufactured, thereby simplifying manufacturing procedures and consumer shopping. They were also able to dramatically reduce light bulb prices.

A somewhat analogous situation exists in the international field today, with arbitrary sizes, shapes and configurations of goods made in various countries inhibiting the smooth flow of trade. Think of the problems that arise when industrial fittings are made two inches in diameter in the United States and five centimeters in a country that uses the metric system. The resulting parts are tantalizingly close in size but completely incompatible. How do we avoid such barriers to international trade?

The obvious answer is that we need internationally-recognized standards to have a maximum free interchange of goods between nations. This need was magnified last week during the 9th Triennial meeting of the International Organization for Standardization (ISO), whose sessions were held in the Department of Commerce Auditorium. It marked only the second time this prestigious international body has met in the United States, and its meeting served to underscore some of the urgency involved in getting a full American commitment to the writing of international standards.

About $14 billion of U.S. exports in 1969 were considered standards sensitive. Since the early 1950s imports of technology-intensive products have been growing at more than twice the rate of exports. If the rate continues, the surpluses we have traditionally enjoyed in high technology products will soon disappear. At an annual rate, the decline of this surplus in the first half of 1971 amounted to $900 million.

As Western Europe succeeds in making an economic union, it will have an economy roughly the size of the United States. If the European nations adopt standards of the ISO and the International Electro-Technical Commission (which promulgates standards on electrical and electronic products), they will need to develop approximately 20,000 standards. Presently only about 2,500 such standards exist, although over half of them were written in the last three years. Projecting this trend forward, it appears that the balance of the standards needed will be written during the decade of the '70s. If American business and technology is to be reflected in these standards, it is imperative that the U.S. participate effectively in writing such standards.

The United States is actively participating in an attempt to formulate a GATT (General Agreement on Tariff and Trade) Code on Standards and Certification. This code, as contemplated, would apply to the full range of industrial products, would deal with mandatory as well as voluntary standards, and would apply equally to health and safety, and environmental standards. In addition, the Department of Commerce is supporting the International Voluntary Standards Cooperation Act now before Congress, which would assign to the Department the principal responsibility for promoting international standards activities.

If we participate enthusiastically in international standardization but ignore metrication at home, we will protect and perhaps even improve our trade position in the near term. But in this case, pressure to rationalize dimensions in metric units will either force conversion on a product-by-product basis or will drastically increase the expense U.S. manufacturers will have to bear in keeping double inventories. That is why the most rational stance we can take is active participation in international standardization as advocates of U.S. engineering practices, combined with a planned voluntary conversion to metric usage in this country.

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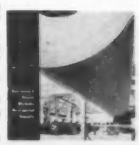
COVER: *Tighter supplies of newsprint, such as this roll produced in an Ontario mill, accentuated by rising domestic demand and recent Canadian rail and paper mill strikes has caught many U.S. newspapers in a squeeze. Commerce analysts see no cause for alarm in the future, however, as new production capacity can be developed to meet needs later in this decade. Story begins on Page 4.*



ECONOMIC
HIGHLIGHTS

The Gordian Knot Of Inflation

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

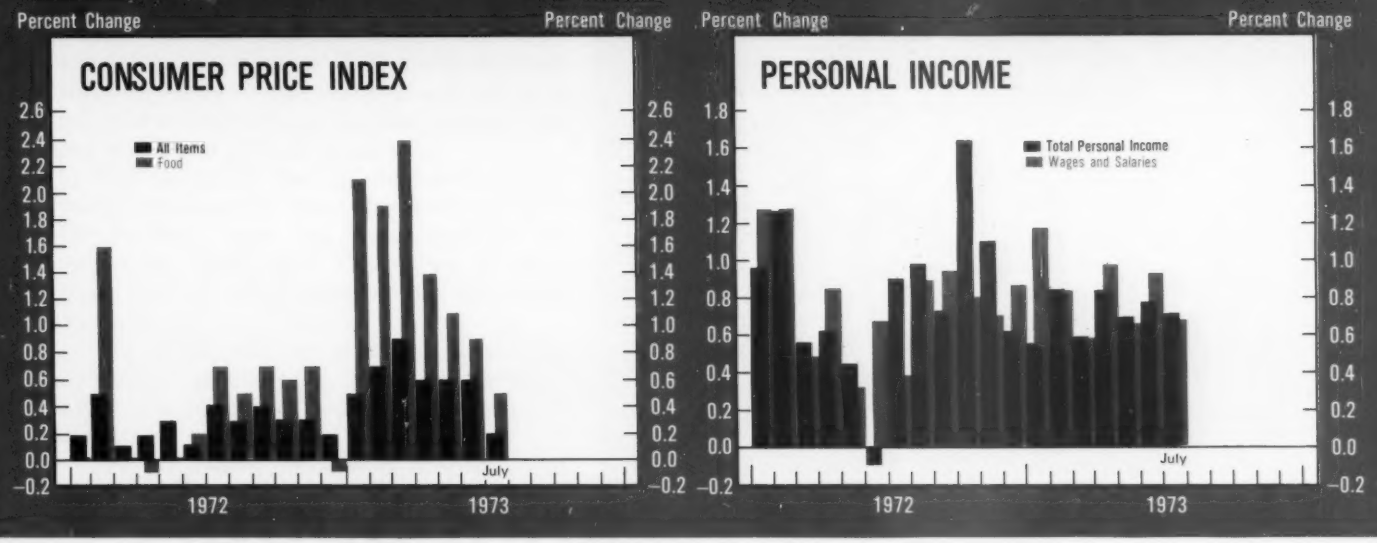
A recent poll published by Louis Harris revealed a substantial number of American households favor price rollbacks and freezes for major sectors of the economy. The attractiveness of such strenuous measures to consumers is not difficult to understand; nevertheless, the size of the majority indicates that the typical consumer does not have a very perceptive understanding of how the nation's economy really functions. Many people will always believe that their buying price is too high and their selling price is too low.

The acceleration of price increases has been particularly intense since the first of the year even though the resurgence of inflation actually started early last fall. This pressure has been reflected in the behavior of the Consumer Price Index, which was 8.0 percent higher in June than in December (on a seasonally adjusted annual rate basis). The rate of increase reached a peak in the month of March with a 0.9 percent gain. There has been some moderation since then but the CPI has continued to rise faster than the rate of inflation most people feel is acceptable. Accentuating the public's general dissatisfaction, the vital food section has been the prime source of rapidly rising prices. The emotional attractiveness of price rollbacks and freezes, particularly for food and gasoline, is not difficult to understand despite the serious risk of supply distortions, some of which are already occurring in our economy.

A more balanced approach to the situation requires consideration of the income side of the issue. Income relates to the problem in two ways. First, rising incomes can offset price increases (assuming the distribution pattern of the income matches consumer needs and expectations). Personal satisfaction with improved incomes should be remembered when we become irritated with rising prices. Second, the levels of incomes and prices are obviously interrelated, although the nature of the relationship is very complex and often difficult to recognize in specific consumer/employee terms. Higher incomes are associated with higher prices and/or productivity gains. Higher prices make possible rising incomes in the form of salaries and wages, employee benefit programs, dividends, and tax revenues required to support government programs.

That income has been increasing rapidly is an indisputable fact. As of July, the level of personal income was 10.6 percent higher than it was a year earlier (Chart 2). The increase in wages and salaries—the particular form of income most crucial to American households—was only slightly less (10.5 percent) during the period. More recently, total personal income increased at an 8.9 percent annual rate during the first half of 1973. In short, total income continues to increase rapidly.

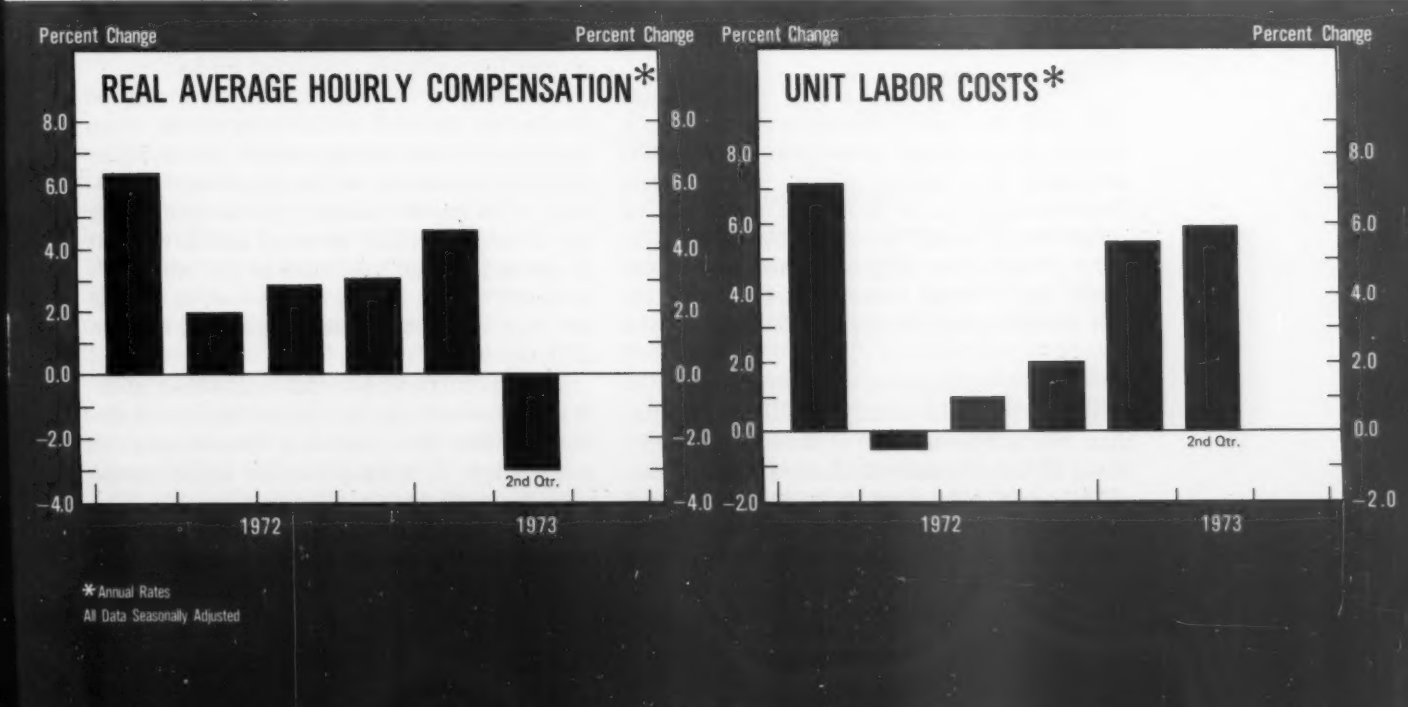
The fundamental concept is that most income (and especially wages and salaries) represents part of the cost of production. If incomes rise, prices must rise—or workers must increase their productivity. A more appropriate comparison involves the relationship between prices and hourly wage rates (which are the "prices" of labor). The average hourly compensation of all employees in the private nonfarm economy, when adjusted for price changes, declined at an annual rate of 3.0 percent from the first quarter to the second quarter of this year (Chart 3). The corresponding figure for the first quarter was an increase of 4.6 percent and similar



gains were reported in previous quarters. The compensation of workers, therefore, is still higher than the level prevailing at the beginning of 1973, but some loss occurred in recent months when the level of inflation escalated so sharply.

The only way to reconcile the desire for higher wage rates and incomes with the desire for stable prices is through increases in productivity. Unfortunately, increases in output per manhour have not kept pace with recent increases in compensation per manhour, and unit labor costs have risen sharply as a result (Chart 4). In the first and second quarters of this year, unit labor costs rose at annual rates of 5.4 and 5.9 percent, respectively. Further, because gains in output per manhour are typically harder to achieve as the economy approaches capacity, the outlook for improvement in this area is not encouraging. Continued pressure on prices is therefore likely.

It is not surprising that people feel their wages are too low and prices too high. But we must ask ourselves the question: "How can we expect any major improvement in the rate of inflation if unit labor costs continue to rise?" Unfortunately, the tie between these is difficult for individuals to remember when they think about the wages they receive as workers and the prices they pay as consumers.



Commerce Today
Vol. III, No. 25
September 17, 1973

Tight Newsprint Supply Puts Priority On New Capacity, Conservation

Publishers Sharing Paper, Cutting Excesses; More Production Facilities Are Answer

That bundle of paper that brings you the daily news, transmits your advertising messages to thousands of readers and then goes out with the day's garbage, may become noticeably thinner—minus a few comic strips or a few column inches of something.

Newsprint is in tight supply and the giant rolls that feed daily journalism's mammoth presses may become even more scarce. But no cause for serious alarm. Short term, there's enough to go around if paper-saving conservation practices are initiated by publishers and some supply dislocations overcome. Long term, new production capacity can be developed to meet needs later in the decade.

The tight supply of newsprint—accentuated by rising domestic demand and Canadian rail and paper mill strikes—has caught many U.S. newspaper publishers in a squeeze.

The small publishers in mid-America and the Middle Atlantic states—farthest from Canadian and U.S. production supply sources—are hardest pinched. But even the heads of the nation's newspaper publishing empires are studying ways to conserve what is rapidly becoming a precious commodity.

"Conservation is the primary short term answer," says Howard A. Post, Commerce's commodity industry specialist on paper.

The long term solution will be expanded production capacity which only comes when an industry sees enough return on its dollar to merit investing in new plants and equipment. The paper industry has a notoriously low return on dollars invested and newsprint is one of the least profitable of the industry's products. A ton of newsprint cost only $168 last year. Current prices range from $175 to $178 per ton.

Publisher trade associations, paper merchant associations, the manufacturer associations, and the Commerce Department are cooperating in attempting to locate newsprint for publishers needing it.

Some publishers are eliminating one edition of their paper as a conservation meas-

ure. Others are trimming news stand sales, cutting down on dealer returns, doing away with some comic strips. Still others are cutting out certain news features and editorial columns and virtually all are tightening writing styles and editing practices.

"The newsprint shortage means our people might not have the inventory they generally like to keep," says Jay Prendergast of the American Newspaper Publishers Association, "but we will be able to live with what we have.

"We don't see any situation where the newsprint shortage is going to radically affect the makeup of a paper," Prendergast continues.

The publishers association projects that newsprint demand will reach 13.1 million tons by 1980 and, says Prendergast, "someone is going to want to meet that demand."

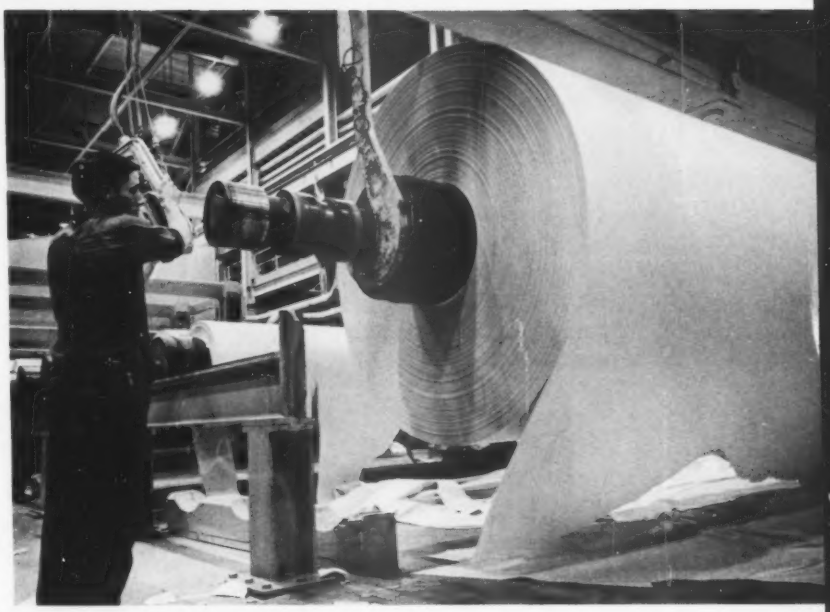
Businessmen, searching for the story behind the sudden tight supply of newsprint can look North toward Canada which produces more than 65 percent of this nation's newsprint needs and beyond Canada to the booming economy which directly influences the demand for newsprint. Decreases in the general economic indicators and business factors influencing newsprint consumption would be almost directly reflected in a proportionate drop in demand.

The U.S.-Canadian paper industries, and newsprint manufacturing particularly, are so closely tied that they must be considered a North American industry. U.S. newsprint supply is dependent upon Canadian production capacity and capacity expansion plans. Since the newsprint industry operated substantially below its production from 1970 to mid-1972, there are few capacity expansion plans on the drawing board today.

The newsprint story-1973 began with a wet spring which hampered logging operations. Then, several Canadian paper mills were idled by a summer strike that lingers into the fall. Then, for a short period the Canadian rail strike stopped deliveries altogether. Finally, the 2-3 percent of newsprint imported to the U.S. from Finland was delayed by a six-week Finnish dock strike.

The Canadian trains are running again, and the Finnish dock workers are back on the job. But even if the paper mill strikes were settled today, there still could be a tight newsprint supply for as much as two years.

Canadian and U.S. mills are now operating at close to maximum practical production. —or as near 100 percent production as practical. It takes two to three years to get a new mill into operation and paper mills are costly investments, especially in the face of unsatisfactory returns on investment. In years when newsprint demand was depressed—1970-72—Canadian mills were operating at only 83 percent of capacity. Net profits on sales were reported to be down to 2 percent or less. Additional production capacity was not justified, based on net returns. Investment funds were not available at such an unattractive level of profit generation. Internal cash flow was not adequate to finance new capacity.

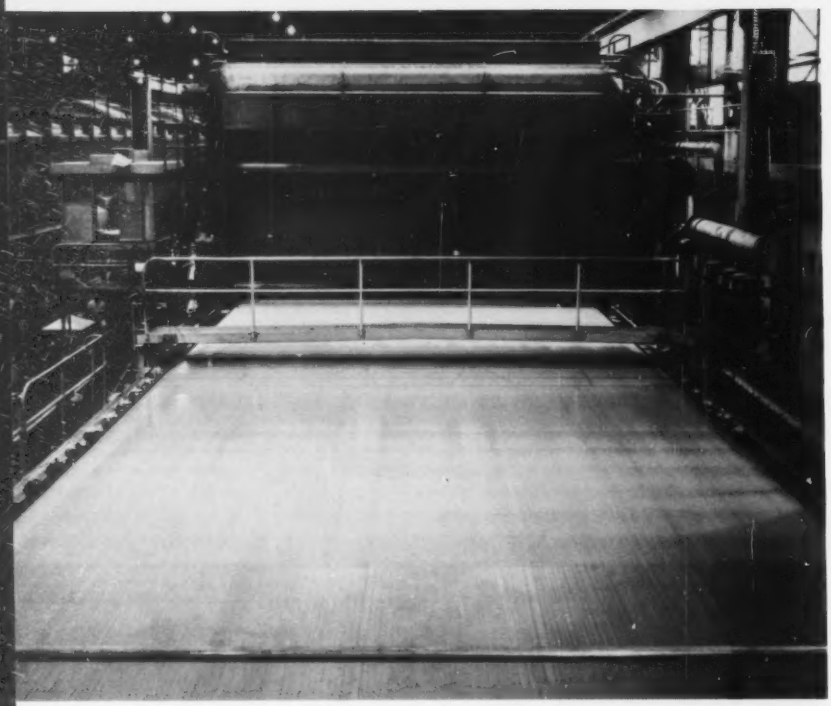


PAPER PRODUCING—*Paper rolls off this large paper machine at an Ontario paper mill. Ontario produces 28 percent of Canada's newsprint, one of the Province's major exports.*

Earnings comparisons

In comparing first quarter 1973 net earnings with the similar 1972 period, two leading Canadian newsprint firms showed net earnings to sales ratios of .9 percent in 1972 and 3.5 percent in 1973. A similar comparison of four leading U.S. manufacturers shows a 4 percent ratio for the first quarter 1972 and 6.2 percent for the same period.

The rapid U.S., Canadian and world turnabout in economic growth spurred an associated acceleration in newsprint demand which was directly generated by increased



NEWSPRINT MACHINE—*A view of the wet end of a No. 5 newsprint machine at International Paper Company's Mobile Mill, Mobile, Ala.*

spending, advertising growth and stepped up newspaper circulation.

U.S. newsprint consumption rose about 6 percent in 1972 over 1971. By June, 1973, it had increased another 5.3 percent over the same 1972 period. Canadian newsprint production to capacity operating ratio had reached 93.3 percent by June while the U.S. mills' operating ratio reached 98.5 percent.

Newspaper publishers are the primary source of demand existing for newsprint. In 1972 there were 1,634 daily papers; 315 morning and 1,309 evening. Sunday papers numbered 572 and weeklies, 9,320.

Combined with possible machine speedups, activating shut down or swing newsprint machines, and modernizations, North American newsprint capacity is adequate to meet publishers requirements.

"Newsprint is one commodity manufactured by an industry producing many other paper and allied products," one industry analyst points out, "the person who makes the decision on where to put the available raw materials will favor the grades of paper that are most profitable.

"If manufacture of newsprint were more profitable, there is a possibility of swinging some machines from other allied products to the standard newsprint production," he adds.

Supply and distribution dislocations have occurred during the January-July period.

Newsprint is most commonly distributed agent or broker to user, especially for the large consumers. The small publishers, with sometimes inadequate warehousing, may shop from paper merchant to paper merchant or make spot purchases from agents or mills. The small quantity consumer of newsprint may fail to establish strong supply ties with merchant house or mill, particularly during a period of adequate supply and excess production capacity.

In periods of tightening supply, such as currently exists, some smaller publishers face difficulties in securing their requirements and especially if they want to expand operations or enlarge their newspaper issue size.

Moreover, larger publishers permitted their newsprint inventories to drop to an average 28-day supply in late 1972. This was significantly below the traditional minimum of 35 to 38 days supply. Inventory buildups began and, by June, 200,000 tons had been diverted to inventory and the average day's supply had moved to a strong 35-day level.

But the supply picture may remain tight for some publishers, especially those who do not have firm supply contacts with paper merchants or direct mill contacts.

Even though production capacity is adequate to meet total demand, there may continue to be some tight supply situations for small publishers. These should be overcome through cooperative searching for available stocks, through sharing between publishers, through some increased availability of newsprint following the inventory building, through utilization of production capacity and through more efficient use by the publishers of newsprint.

The long term picture? With normal demand growth and full utilization of newsprint production capacity in 1974 and 1975, supplies still may be tight. Especially since only about 1.5 percent additional capacity is planned.

Paper industry profit levels are recovering to more satisfactory levels especially during early 1973. With brighter prospects of price increases at least sufficient to recover new costs, and with demand pushing maximum production capacity, it can be anticipated that plans to install new machines and additional capacity could be announced. In that respect, the long term scene is brighter.

Specialists Seek Ways Out Of Worldwide Maze Of Product Standards

Traders Told Regional Criteria Can Both Hinder, Advance Progress Toward Global Solutions

International traders are still a long way from finding their way out of the maze of varying product standards that hampers the flow of goods from country to country.

Specialists from the United States and the Common Market, and from the smaller trading and producing nations such as Australia and Singapore, agreed on this point at a Washington conference this month. Beyond that, differences were apparent: regional standards were criticized by the U.S. representative, defended by the Common Market's spokesman; Singapore put the brunt of the problem upon the major industrial nations; Australia, caught between U.S., British, European and Japanese technologies, argued that standards are not helpful unless they are truly global.

The examination of the relationships between product standards and the growth of world trade took place at the 9th triennial meeting of the International Organization for Standardization (ISO). It was the second such meeting to be held in the United States.

Speaking for the U.S. Government, Edson W. Kempe of the State Department outlined a three point position *(see also "From the Secretary" on inside front cover)* that is aimed at reducing the barriers to trade caused by differing standards:

► The United States believes that the optimum solution to the problem is an international arrangement which would minimize barriers to trade arising from the creation of standards. Therefore, it has supported the effort to write a product standards code under the General Agreement on Tariffs and Trade (GATT).

► The United States Government should be able to participate more effectively in international standards activity. The Administration is supporting the passage of the International Voluntary Standards Cooperation Act of 1973, which would make this possible. The United States has sought to establish its right to participate in certain regional systems, such as CENEL, the European Electrical Standards Coordinating Committee.

► The United States is seeking to rationalize U.S. national standards activity, sensitizing it to potential trade effects. Thus, the Administration is sponsoring legislation to speed up United States conversion to the metric system.

Kempe emphasized that non-tariff barriers

OPENS GENERAL ASSEMBLY — *Secretary of Commerce Frederick B. Dent addresses delegates to the 9th triennial General Assembly of the International Organization for Standardization (ISO) at the Commerce Department auditorium. The Assembly sessions, open to the public, were preceded by a week of committee deliberations.*

will be an important subject of negotiation in the Nixon Round of GATT trade discussions. Kennedy Round tariff reductions on many products have increased the significance of other barriers to trade. Product standards are emerging as a significant trade problem. There has been a proliferation of health, safety and pollution control standards.

Further, he noted, there is a strong movement within the European Communities towards regional systems of harmonized product standards, quality assessment arrangements and certification systems. While these regional arrangements reduce barriers to trade among their members, he conceded, they may also create new barriers to products originating outside the system.

The establishment of regional standards as substitutes for or complements to international standards was defended by Pierre P. J. Schloesser, director, Directorate General's Office of the Internal Market, Commission of the European Communities.

Schloesser term "astonishing" the "growing concern" at the establishment of harmonized standards at regional levels.

"The argument that such standards are often harmonized, although international recommendations already exist, is not in itself very convincing because the existence of ISO or IEC (Electro-Technical) recommendations does not seem to have prevented some countries, holding a very important place in international trade, from adopting standards of their own which sometimes differ appreciably from the specifications recommended by international organizations," he commented.

In any case, Schloesser declared, regional standards are not formulated in opposition to international ones; "they in fact complement this activity and at the same time satisfy an important need in the countries comprising the region concerned."

International standards, in order to be worldwide in scope, must encompass as many variable elements as possible, he said. They must cover wide differences in levels of technological development, climatic conditions, population density, etc. Thus, such standards may be too widely drawn or imprecise, containing paragraphs or even whole chapters that are wholly irrelevant to the needs of some countries.

Some products or components have only regional application. Specifications are unlikely to be the same for river vessels operating in Asia as for boats sailing the Great Lakes, Schloesser declared.

Therefore, no one should be surprised "when countries grouped together geographically . . . try, in order to facilitate trade among themselves, to arrive at a joint interpretation of a worldwide standard, extracting from it elements which for them make up a pre[illegible] standard which they find it easy both to understand and to apply."

Furthermore, Schloesser pointed out, it takes a long time to establish global standards and agreements are difficult to reach. "It may well therefore be a good thing that countries adjacent to each other should try to reduce the problem to manageable proportions by identifying principles and establishing standards, which fulfill the urgent needs of the internal trade of that group of countries. To have a regional standard must clearly be preferable to having no standard at all. This is borne out by the fact that the existence of a regional standard has often facilitated the adoption of a standard worldwide."

J. W. van Zwieten, of the Philips multinational company based in the Netherlands, asked for a restudy of some basic terms and principles in the standardization discussion.

Delegates to the ninth triennial General Assembly of the International Organization for Standardization (ISO) were welcomed to Washington by Secretary of Commerce Frederick B. Dent and Dr. Richard W. Roberts, director of the National Bureau of Standards, at ceremonies in the Commerce Auditorium.

The General Assembly was the major function during a two-week series of meetings known as ISO-USA-1973 which attracted approximately 1000 delegates to Washington from 56 countries. ISO is the world's leading nongovernmental standards organization. Since it was founded in 1947 it has promoted the development and coordination of 2200 international standards that facilitate world trade and contribute to the safety, convenience, and well being of the world's people. Its programs are carried out by 1400 technical committees, subcommittees, and working groups comprised of 50,000 experts from all parts of the world. Its Geneva central secretariat has a staff of 85 from 20 nations.

Host and organizer for ISO-USA-1973 was the American National Standards Institute, which represents the United States on ISO's governing councils and administrative committees and coordinates U.S. participation in ISO's technical work. ANSI is the national clearinghouse and coordinating agency for voluntary standardization in the U.S. and represents this country's interests in international work carried out by other non-treaty organizations — the International Electrotechnical Commission (IEC) and the Pacific Area Standards Congress (PASC).

He spoke, for example, of what he called two "fallacies" that obscure the issues.

"Standardization," he declared, "should not be a compromise based on the idea that conflicting interests should be brought together. Standardization should trace the underlying differences, accept those differences, and then start developing standards to facilitate trade under those different circumstances.

"Secondly, the idea that for each product or situation there should be only one solution and one standard should be abandoned. Five standards justified by the complicated world we live in are better than either one compromise not optimal for anyone, or no standard at all."

The paucity of "truly global, trade-neutral" standards for products and components is a major handicap to the free flow of world trade, Ian Stewart, deputy director of the Standards Association of Australia, warned.

Some existing "so-called international standards," the Australian declared, "are really of a basically regional character, reflecting the technology of a particular area—be it Europe (most commonly), or North America (in some instances), or even the Northern Hemisphere as distinct from the Southern, or the Western Hemisphere as distinct from the Eastern."

To be truly international, standards should be universal so that "importing countries that have adopted international standards in good faith do not find that significant sources of potential supply are thereby excluded; and conversely that exporting countries do not find themselves excluded from certain areas by regional standards masquerading as international standards."

Australia, he pointed out, with close ties to the United Kingdom, the United States, Japan, and Europe, "is often obliged to pick and choose between competing technologies and their associated standards. In fact we often feel an acute need for truly global standards."

Australia is not alone in facing this problem, Stewart said. The developing countries, seeking to create industrial economies, are "not particularly anxious in the process to hitch their industrial wagon too permanently to any one major national technology."

The proposed GATT code of conduct for the removal of technical barriers to trade through the harmonization of standards requires countries adopting national standards to use an existing international standard unless it is "inappropriate . . . One of the grounds most likely to be advanced for regarding an international standard as "inappropriate," Stewart pointed out, "will certainly be that the international standard is not truly global but is loaded in favor of a particular regional technology, so that its adoption would be discriminatory."

Australia, like many other countries, is in the throes of metric conversion. Its standards association, Stewart reported, "saw this as a golden opportunity for securing a wide

MULTILINGUAL MEETING — *Panel session on product standards and world trade was assisted by instantaneous translation. On the stage were speakers from the U.S., Singapore, the Netherlands, Belgium, Germany, Australia and Mexico, representing major industrial nations and developing countries.*

adoption of international standards by Australian industry. But for the most part we have been very much disappointed in this expectation."

One reason has been "the surprising paucity of comprehensive international product standards."

Furthermore, "when many existing ISO standards are examined they are found to be far from truly global." ISO paper sizes, he said, were an example—not really adopted in much of Europe, not followed in U.S.A. nor in Japan, the largest users of paper anywhere—so that Australian industry resists adopting them.

Stewart commented that the ISO was heavily Europe-oriented and then said he was calling not for "a better spirit of compromise in the preparation of international standards . . . Mere compromise is not enough. Too many ISO standards in the past have represented only minimal areas of compromise. What is needed are comprehensive, technically sound, truly global standards, and these will be achieved only by multilateral sacrifices of entrenched positions."

International product standards will never be more than "paper documents" until the major industrial nations start making more use of them, Chan Wing Kwok, deputy director of the Singapore Institute of Standards and Industrial Research advised.

Chan spoke from the viewpoint of an exporting nation, specifically "from the standpoint of a small developing nation with a growing export trade." Worldwide standardization would be a great boon for such a nation, he pointed out to his fellow panelists.

Singapore seldom develops its own standards, he noted; it lacks both the resources and the need, since "practically all manufacturing know-how and techniques have been and still are imported from the developed countries . . . The mechanism here involves only the appropriate selection and intelligent adaptation of some existing standards to match local technological capability and capacity."

Use of foreign standards, however, is not as simple as it sounds. "So far, the big markets are in the developed countries. For us to gain entry into all these markets, which are usually deeply entrenched in a protective wall of established national standards, the decision as to which is the most appropriate standard to follow can be rather difficult. Invariably, goods have to be produced to whatever standards the purchasing countries demand. This means our factories are producing the same item of goods very often to several standards simultaneously, thus sacrificing the advantages of variety simplification and hence increasing production costs. We can, of course, merely concentrate on one or two of the export markets at the risk of reducing sales."

Chan declared that with regard to ISO product standards, it is "somewhat surprising to observe that while the developed nations are mostly involved in the formulation of these international standards, when the time comes for trade negotiations these very nations will still revert to their own national standards for reference."

Environmental Concerns Could Give Railroads Larger Share Of Market

Soaring Costs Of Compliance With Pollution Standards, Research Needs Studied By NIPCC

Railroads might use the national concern with good environmental quality to capture a bigger piece of the surface transportation market. "But not without substantial expenditures and aggressive and diligent action," a Sub-Council of the National Industrial Pollution Control Council has concluded.

While the railroads will be hurt by the costs necessary to keep pace with overall industrial response to environmental controls, they also enjoy being in the position that environmental quality may be preserved to a greater extent by moving by rail than by other surface transportation modes.

These conclusions were drawn by the NIPCC Railroads and Rail Equipment Sub-Council, which made a study of environmental problems in the rail industry and allocation of industry funds to 16 areas of concern.

Recent public opinion polls, according to the Sub-Council, have demonstrated that a large fraction of the population is willing to pay more for products or services if that payment will assure improved environmental quality. On the other hand, workers are unwilling to pay the price through unemployment.

The overall relationship of railroads to the environment is sufficiently favorable that, according to the Sub-Council, to the degree environmental impact is taken into account in national decisions on transportation policy, the railroads should emerge with a larger share of the market.

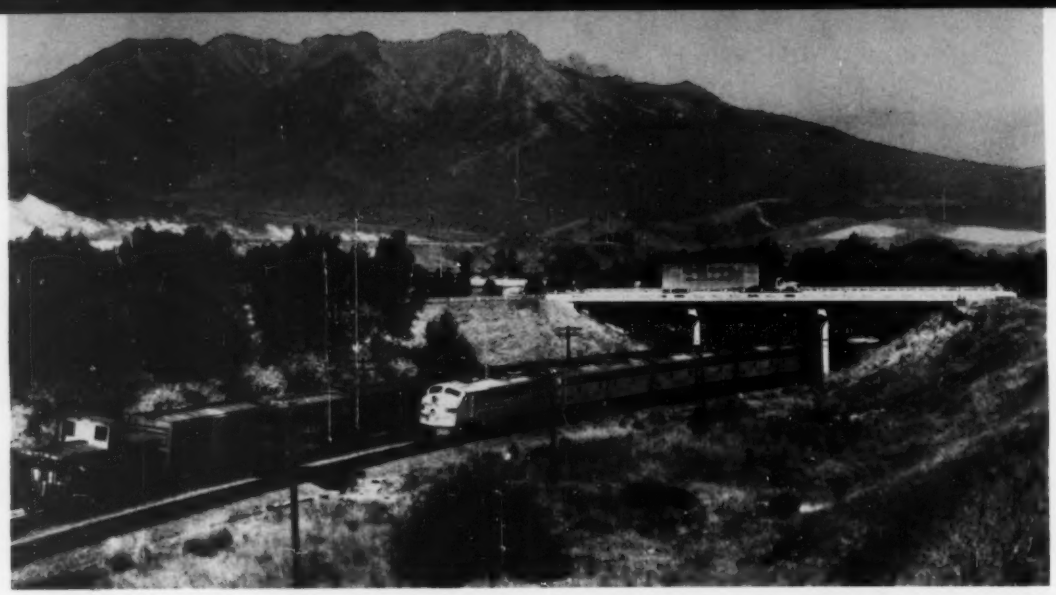
"This desirable objective can only be achieved," the NIPCC group added, "if railroads remain fully committed toward careful review of proposed environmental standards to insure that the standards are not unrealistically demanding . . .

"But full and vigorous compliance when those standards are established."

The Sub-Council urged the continued pursuit of means of insuring public participation in environmental quality matters instead of demanding full financial support by the private sector.

The report shows that prior to 1971 the railroads had spent $55,000,000 in capital investment for environmental programs and were spending at a rate of $10,000,000 to maintain the programs.

By the end of 1972 the funds spent or committed had skyrocketed to more than $250,000,000. Upwards of $100,000,000 was spent in 1972.



UNION PACIFIC—*Coordinated rail-highway transport characterizes modern railroad customer services. This Union Pacific train is complemented by Union Pacific containerized trucking services.*

Probably the railroads' first major contribution to improving air quality by reducing smoke was made when the industry phased out the steam locomotive in favor of the diesel-electric locomotive. The incomplete combustion of coal was the source of billowing clouds of black smoke from the inefficient steam engine. When diesel engines smoke, that too is due to incomplete combustion, but fuel oil rather than coal is the energy source. Since diesel locomotives smoke very little, nothing much was done about it.

Now, the Association of American Railroads and two American locomotive builders are active in emissions research. New equipment that significantly lowers all emissions has been developed. Application of these research developments, better equipment maintenance and use of fuel additives that improve combustion will enable railroads to comply with realistic air quality standards.

The Sub-Council reports that there is every reason to believe that compliance with realistic air quality laws for gaseous emission can be achieved at costs relatively low in comparison to some other environmental programs confronted by the railroads.

For example, roadside fire prevention measures have required expensive retrofitting as new spark arresting devices, new types of brake shoes, and new fuel compositions became available.

Retrofitting non-turbocharged and turbocharged locomotives with the latest spark arresting devices will continue. Additives that contribute to complete combustion will be improved and made part of the fuel. The trend to composition brake shoes will continue if capital can be made available because the benefits are becoming more obvious.

Control of weeds and brush along railroad rights-of-way may well be the oldest organized environmental program in modern society. Although mechanical cutting and spraying are still used extensively on all railroads, careful attention is being paid today to what chemicals are used. Pre-emergent types of chemicals (the kind that render the ground unsuitable for weed growth) are now chosen for their effectiveness and also because of their non-toxic and non-persistent qualities.

Weeds and brush

Control of weeds and brush has always been costly to the railroads. In 1972, data from the railroads study show, the amount spent for the control of weeds and brush through the use of herbicides, defoliants, and cutting was $20,236,000. Most railroads indicate that the annual expenditure is not much different in 1972 from what it has been the past five years.

Cross tie and timber disposal are one of the largest environmental problems that face the railroads today. For many years, without urging or regulations, the railroads have quietly gone about the necessary disposal of almost 25,000,000 used and worthless cross ties annually.

With the advent of restrictions on burning, the principal historical method of cross tie disposal had to be abandoned for new methods. Although ties are still given away to persons who want them for architectural

purposes or for fences, the bulk is now disposed of at burial sites, areas approved for sanitary land fill, special air curtain destructors (smokeless burning), central locations where burning is still allowed under special permit and supervision, or by cutting them up into small chips at central points or at the site by mobile track machines.

Inventiveness spurred by the cost of disposing of waste cross ties is expected to produce a higher use for this potential raw material. Cross tie and timber disposal has been an on-going program with the railroads for so long that most railroads have reported only costs in excess of the historical costs for burning. These amounted to $6,506,000 in 1972.

In the past, disposal of human waste from railroad equipment was very simple. It consisted of flushing the waste onto the roadbed, incinerating it, or holding it in tanks until it could be pumped out directly into sanitary sewers.

Even though no known harm ever came from these waste disposal methods (and with passenger traffic less than 10 percent of what it was in 1950), the Food and Drug Administration has prohibited the discharge of human waste from new railroad equipment onto roadbeds unless the effluent has been "suitably treated."

In the future, increased use may be made of acceptable discharge types of toilets although uncertainties of behavior of these new units in temperature extremes and under the mechanical stresses peculiar to railroads may cause many railroads to stay with the "holding types," and may increase interest in incinerating types that have been vastly improved over the years.

To comply with the law, railroads spent $4,763,000 through 1972 and have budgeted an additional $20,836,000 through 1974, by which time it will be costing $527,000 per year to maintain these sanitation systems.

Historically, railroad cars that had reached the end of their useful life were disposed of by burning everything about them that would burn and the remaining metal was reclaimed for other use by sawing, torch cutting, compacting, or other means of reclamation.

With burning no longer permitted, noise required to be minimized, and liquids or cleaning agents no longer permitted to flow onto the ground, creation of scrap handling equipment will become a substantial railroad cost.

Pollution generated from inherently dirty maintenance shop operations has traditionally been disposed of by the easiest, fastest, and cheapest ways available, which recently have had to be changed. Burning is no longer permitted in most places and certainly not where smoke or fumes would result, oil-water mixtures often cannot be flushed into sewers and are not allowed to be flushed onto the ground either.

Variety of methods

A wide variety of methods will have to be employed for reducing pollution from railroad maintenance shops. The Sub-Council study indicates the railroads spent $16,590,000 in 1972 to manage pollution from maintenance shops. They are committed to another $30,808,000 during 1973 in addition to an operating cost of $873,000 annually.

Disposal of fluids from the flushing of tanks, tank cars and other cleaning operations has become an environmental concern with a high price tag. Railroads keeping separate records of costs for liquid cleaning and fluid flushing have reported spending $1,496,000 in 1972 and are committed to spend an additional $5,792,000 in 1973. It has been estimated that improved cleaning operations will increase tank car maintenance costs by 10 percent.

RAILYARD SCENE—*Unlike the cinderfilled days of yesteryear, trains get into and out of metropolitan rail yards without a trail of smoke and pollution. The railroads have spent millions on environmental improvements and are scheduled to spend more.*

PASSENGER SERVICE—*Modern passenger service speeds rail travelers along in comfort and at record speeds. Passenger service, a small percentage of railroad market, figures heavily in one pollution problem.*

In the past, diesel fuel spilled in the course of filling an engine simply ran down over the locomotive onto the ground. This was a costly waste and some railroads took steps to eliminate it by adopting automatic shut-off fueling nozzles and fuel tank liquid level sensing devices. All such equipment has undergone new improvements and several types have become available.

In 1972, railroads spent $9,105,000 to handle oil separation from drainage at diesel fueling stations. In 1973 they are committed to spend another $8,584,000.

Railroads, no doubt, will be called upon more and more to assist communities with solid waste disposal problems as the problems will increase while standard solutions are being curtailed. The railroads probably will begin planning now for efficiently dealing with this fledgling market so that when it fully develops, profitable handling methods will be at hand.

On stationary stacks on railroad property, a wide variety of techniques have been employed in dealing with smoke problems. The use of coal has been increasingly abandoned in favor of cleaner burning oil or gas. Stack gas scrubbing techniques will be improved but costs will remain high.

Converting to combustion techniques that result in lower emissions than coal burning techniques cost the railroads $13,412,000 in 1972. Furthermore, it is anticipated that in 1973 an additional $6,455,000 will be spent.

The previous lack of concern about material blowing out of open-top cars in transit has developed into a major environmental concern. Research is going on to develop sprays that will hold in place finely divided particles of all sorts (coal, metal concentrates, potash, and other commodities) at an affordable cost that will usually be borne by the shipper. Increased activity will be seen in the use of sprays because less loss of raw material will mean additional profit for shipper.

Pollution from spilled cargo is a problem.

Railroad operating personnel at all levels are thoroughly trained in handling of spilled cargo by use of all the teaching tools available. Although success in handling railroad emergencies is dependent upon education, the railroads spent $1,225,000 in handling spills last year.

Almost nothing has been done by the railroads to control noise in the past. Railroad noises have been regarded rather romantically in songs, poems and plays.

Like all sources of noise, railroads are studying new methods to suppress noise generation.

Railroad right-of-ways have long been used as dumps for trash generated by the public. No doubt the problem of removing waste from railroad right-of-ways will increase.

Chemical coolants

The disposal of chemical engine coolants is another environmental problem involving water quality. Water treatment will require high equipment installation costs followed by high operating and maintenance costs. In this case, there are some alternatives not available to the oil emulsion problem and most railroads have adopted one of these methods.

B. F. Biaggini, Jr., president of Southern Pacific Co., is chairman of the Sub-Council, and John P. Fishwick, president of Norfolk and Western Railway Co., vice chairman. Other members are Henry A. Correa, president, ACF Industries, Inc.; G. Russell Moir, chairman, United States Freight Co.; W. Irving Osborne, Jr., board chairman, Pullman, Inc.; John R. Reed, chairman and president, Atchison Topeka & Santa Fe Railway; W. Thomas Rice, board chairman, Seaboard Coast Line Railroad Co.; T. M. Thompson, board chairman and chief executive officer, General American Transportation Corp.

DOMESTIC BUSINESS REPORT

- **National parks join minority enterprise effort**
- **Increased capital outlays may reduce price pressure**
- **Export restrictions on agricultural products liberalized**

Tourism Generates Big Business In U.S.

Tourism is big business, and it is getting bigger rapidly. Moreover, Americans are the world's foremost travelers. More of them travel, both at home and abroad, and spend more money, than the people of any other nation. This tendency on their part is increasing at a fast pace.

There is a strong correlation between the volume of travel by Americans and other people and their personal income. The high and rising level of income of Americans is a major factor in their travel propensities.

Although spending by foreign tourists in the U.S. is increasing more rapidly than expenditures by Americans going abroad, there is a huge unfavorable gap between what Americans spend abroad and what foreigners spend in the U.S., and it has been increasing. In 1971 it was $2.7 billion, a large addition to the U.S. balance of payments deficit.

These and numerous other findings are embodied in a six-volume report recently made by the National Tourism Resources Review Commission, a 15-member group created by law in 1970 to make a two-year study of tourism needs and the resources to meet those needs at present and by 1980. Chairman of the Commission was Charles S. Thomas, Secretary of the Navy in the Eisenhower Administration and former President of Trans World Airlines.

To achieve a cohesive and more efficient tourism program, the report, entitled "Destination USA," makes 33 recommendations, the first and foremost of which calls for the establishment by the Congress of a unified, federal tourism policy to be carried out by the President. In another recommendation, the Commission proposes the creation within the Department of Commerce of a National Tourism Administration (NTA) to administer the policy, which would tackle tourism problems in terms of national interest, needs of the industry and protection of the consumer.

Objectives of the policy would include adequate facilities for future needs, cooperation with private industry, reduction of the balance of payments deficit, optimum utilization of public lands consistent with environmental protection, and assistance to states and regions to promote foreign visits to the U.S.

Other recommendations include

assistance by the proposed National Tourism Administration in urban tourism planning, NTA interest in the problems of small tourism enterprises, NTA and Department of Transportation cooperation in defining tourism transportation needs, a nationally accepted rating system for accommodations and facilities, policies to facilitate the entry of foreign visitors and enhance their welcome, reciprocal relaxation of visa requirements, and reduction of language barriers that foreign visitors now encounter.

The Commission finds that, while the main thrust of the federal effort to aid tourism is carried out by Commerce's United States Travel Service (USTS), more than 50 federal agencies operated some 100 tourism-related programs. USTS, the Commission points out, is the only federal agency specifically responsible for tourism. The group recalls that its role is limited to promotion of foreign tourism, and that its aim is a reduction in the nation's balance of payments deficit. The Commission says that the USTS is inadequately funded.

"Those who study tourism," the Commission commented, "are awed by the industry's size and galloping growth. A major finding . . . is that tourism is big business."

Foreign visitors to U.S.

In a discussion of domestic tourism, including foreigners visiting the U.S., the Commission makes these findings:

In 1960-61, Americans spent $22.1 billion on tourism in the U.S., and foreigners $900,000,000, a total of $23 billion.

In 1970, Americans spent $47.5 billion on tourism in the U.S., and foreigners $2.2 billion, a total of $49.7 billion.

In 1980, according to projections, Americans will spend $119.7 billion on tourism in the U.S., and foreigners $7.2 billion, a total of $126.9 billion.

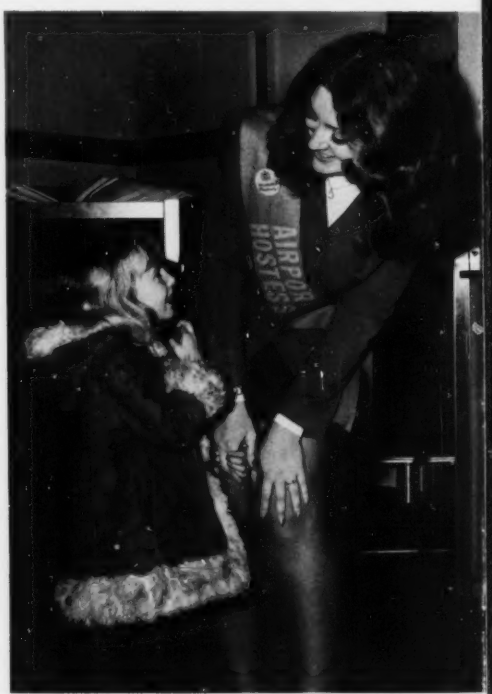
TRAVEL PHONE CONTROL CENTER—*A multi-lingual staff of operators answer queries from foreign travelers visiting the USA. This scene is at the Travel Phone USA facility near Kansas City, Kansas. Both the toll charge and the travel assistance is free by dialing 800-255-3050 from anywhere in the continental United States.*

In a National Travel Survey made by the Bureau of the Census in 1967, it was found that in 63 percent of all households at least one person took a trip. There were 361.2 million person-trips made in that year. A trip involved going from the home town to a place that was at least 100 miles away and returning home the same day, or being out of town one or more nights.

As to seasons for travel, 36.5 percent, or more than in any other season, occurred in summer. The percentage of total travel for other reasons was: October-December, 19.6; January-March, 19.4; and April-June, 24.5.

The major purpose of travel was to visit friends and relatives, which accounted for 42.2 percent of the total. Percentages for other purposes were: entertainment, sightseeing, etc., 22.4 percent; outdoor recreation, 17.2 percent; business and conventions, 16.2 percent; and personal and family affairs, two percent.

About half of the families who traveled in 1967 had incomes of $7,500 or more. The percentage breakdown for total travel, according to family income, was: $7,500 to $14,999, 39.6 percent; $5,000 to $7,499, 23.3 percent; under $5,000, 16.3 percent; $15,000 and more, 11.3 percent; and no answer to survey questionnaire, 9.5 percent.



LOST CHILD — *Philadelphia International Airport hostess Daria Abram comforts a young traveler who has become separated from her parents. Miss Abram speaks Russian, other Slavic languages.*

The overwhelming importance of the automobile in American

FRENCH LANGUAGE WELCOME — *Miss Melinda Herron (left) who speaks French, assists a traveling couple arriving at Philadelphia International Airport. She is one of a corps of college students assigned as multi-lingual receptionists.*

travel was demonstrated by the fact that it was used exclusively on 86.1 percent of all person-trips. The percentages for other modes of travel were: commercial air, eight percent; bus, 2.6 percent; train, 1.4 percent; and other, 1.9 percent.

Of 1,579,900,000 person-nights spent on trips by Americans in 1967, 763 million, or nearly half, were spent in homes of friends and relatives, and 487,900,000, or 31 percent, in commercial accommodations. Own cabin, boat, trailer, etc., were the types of lodging for 213,800,000 person-nights, and other types of lodging for 115,200,000 person-nights.

Of the 487,900,000 person-nights spent in commercial accommodations, 146,400,000, or 30 percent, were for business and convention travel, and 97,600,000, or 20 percent, for sightseeing. Those whose travel purpose was outdoor recreation spent 120,400,000 person-nights in their own cabin, boat, or trailer, and only 82,900,000 in commercial accommodations. Persons visiting friends and relatives spent only 61,500,000 person-nights in commercial accommodations.

Tourism accounts for nearly six percent of the nation's private employment, and in 1970 Americans spent more for only one basic item—food.

In discussing America's place in international travel, the Commission said:

"Foreign travelers spend more money here than in any other country. At the same time, more Americans travel to other countries and spend more money in them than do the citizens of any other nation."

With regard to international travel, the Commission made these findings:

Almost $20 billion was spent on world travel during 1971, an increase of 11 percent over the previous year, according to the International Union of Official Travel Organizations. The amount spent in the U.S. was $2.46 billion, or more than 12 percent of the total.

Exchanging international fares, Americans spent almost $4.3 billion in foreign travel in 1971, accounting for nearly 22 percent of the world total. As a result, the U.S. had a tourism deficit in international travel of $1.8 billion for the year. When international fares are included, the U.S. travel deficit increases. On this basis, 1971 expenditures totaled $5.6 billion, and receipts $2.9 billion, leaving a deficit of $2.7 billion.

From 1960 through 1970 the spending of foreign travelers in the U.S. grew at an annual rate of 9.7 percent, a little faster than the 8.4 percent average growth in American expenditures abroad.

Two projections are made with respect to probable outlays in 1980. Under the lower range projection, U.S. foreign travel expenditures will rise to $10.9 billion in 1980, including payments to foreign-flag carriers. Under the upper range projection, the total could soar to $14 billion.

Estimated expenditures by foreign visitors in the U.S. in 1980 total $8.7 billion, including $7.2 billion spent in the U.S. and $1.5 billion in fares on U.S. flag lines. As a result, the U.S. travel deficit in 1980 would range between $2.2 billion under the lower range projection and $5.3 billion under the upper range projection. As a result, the travel deficit would decrease under the lower range projection, but would rise under the upper range roughly in proportion to what has happened in the past. In any case, the travel deficit would continue to be a significant problem in the U.S. balance of payments.

In relation to the size of its Gross National Product, the U.S. has one of the smallest national budgets for promoting foreign travel. In 1970, the U.S. spent less

than one-fourth of one percent on tourism promotion and received less than five percent of its GNP from the spending of foreign travelers.

Ireland, on the other hand, spent slightly more than 3.5 percent of its GNP on travel promotion and received more than 50 percent of its GNP from foreign travelers.

Most foreign visitors to the U.S. come from Canada, which accounted for 73 percent of the visits in 1971. Mexico was second, with only about eight percent of the total. The remainder came from all other countries.

Since 1965, however, the growth in the number of Japanese visitors has been greater by far than that of any other country, increasing by 595 percent over the six-year period. Hawaii and Guam accounted for 66 percent of the Japanese visits. The increase in Mexican visitors was 195 percent, greater than that of any country except Japan. Foreign visits are reckoned as those in which the person stays three days or more. If those staying less than three days are included, the number of Mexican visitors would multiply more than six times.

Foreign travelers come to the U.S. primarily for pleasure. In 1971, 76 percent of all visitors came for that reason. Business trips accounted for 13 percent of foreign travel. Students and passengers in transit accounted for 11 percent.

New York is the major port of entry for overseas visitors. Miami ranks second, Honolulu third, and Los Angeles fourth.

Canadian visitors

Canadians, who travel to the U.S. primarily for pleasure, tend to visit that part of the country closest to their home province. For example, a USTS study showed that 90 percent of the Canadians visiting the Northeast came from Quebec and Ontario. Nearly 70 percent of Canadian travelers came by automobile. They stayed an average of two weeks and spent $92 per person on each trip. Ninety-one percent of all international travel by Canadians was to the U.S.

Mexicans travel

Mexicans, according to a USTS study, travel primarily to the Southwest and California. More than half came to the U.S. for pleasure. Thirty-one percent came to visit friends or relatives, and 17 percent came on business. Thirty-five percent traveled by bus, 32 percent by air, and 27 percent by automobile. Sixty percent of the trips taken by Mexicans to the U.S. were for stays of two weeks or less.

The U.S. ranks eighth among the countries visited by the British. Thirty-six percent of the British, according to a USTS study, came to the U.S. to visit friends or relatives, 23 percent came for business purposes, and the rest for pleasure. Thirty-two percent visited the Northeast, 20 percent the Far West, and 16 percent the South. Nearly all of the British visitors traveled by air. Thirty-eight percent stayed just over two weeks, and 42 percent more than four weeks. While in the United States they spent an average of $820 per person.

A survey of British attitudes toward travel in the U.S. revealed that they regarded this country as having more good accommodations than most countries, and that they also looked upon the U.S. as presenting a good opportunity to visit friends and relatives.

However, in several respects they had negative attitudes about visiting the U.S. A summary of these attitudes follow: the British do not associate the U.S. with warm, sunny weather as they do Spain and Italy. They do not regard Americans as friendly and interesting the way they do Italians, Spaniards, and Scandinavians; the U.S. does not have the historical or cultural interest that France, Italy, Spain and Japan have; the U.S. is an expensive place to visit; and, they feel, the U.S. is not a place to go for a restful, tranquil vacation.

Finally, studies have shown that changes in currency have a direct influence on price and demand for travel.

Increases in travel receipts were recorded immediately by France after its currency devaluation in 1957, and by Spain after its currency devaluation in 1959.

Export Restrictions On Soybeans, Farm Products Are Liberalized

Liberalization of export restrictions on soybeans, soybean products, and other farm commodities which had been under validated license requirements was announced by Secretary of Commerce Frederick B. Dent Sept. 7.

Besides soybeans, the commodities affected are cottonseed, its related products, and other vegetable oils, animal fats and livestock protein feeds.

Under the new arrangement, licenses will be issued for exports of such commodities during the month of September on the basis of 100 percent of any export contract that was entered into on or after Sept. 8.

Liberalization of export restrictions for the affected commodities was made after review of the current demand-supply situation for the month of September.

The Commerce Department anticipates that, in accordance with President Nixon's statement of July 18, all restrictions on exports of these agricultural commodities will be terminated as of Oct. 1.

However, reporting requirements on exports and anticipated exports of the commodities remain in full force and effect.

Municipalities, Special Districts Increase; Overall Units Decrease

Municipal governments and special districts concerned with fire protection, water supply or natural resources have increased in number as the overall total of governmental units decreased, a new Census Bureau report shows.

The report from the 1972 Census of Governments, the most recent in a series of five-year canvasses, shows that 2,600 new special districts were established during 1967-72, a 12 percent increase. The number of municipalities increased by 469 during the five-year period. At the same time, the total of all governmental units declined by 3,101 to 78,269.

Except for Alaska, all states have special districts. Twelve states each have at least 800 special districts and account for nearly two-thirds of all such local governments. They are Illinois, California, Pennsylvania, Texas, Kansas, Nebraska, Washington, New York, Indiana, Oregon, Missouri and Colorado. Eleven other states have at least 300 special districts.

Though special districts are mainly concerned with one function, those recognized as multiple-function in nature usually are involved in some combination of urban water supply with other services, such as sewage.

More than one-fourth of all special districts are concerned with natural resources. Fire protection districts make up a sixth of the total, and housing authorities and urban water supply districts each comprise one-tenth of the total.

Local school districts and special districts account for a little over half the number of governmental units. The remainder includes the federal government, the 50 state governments, 3,044 counties, 18,517 municipalities and 16,991 townships.

The average number of governmental units per state was 1,565 in 1972, but Illinois had 6,386 while Hawaii had only 20. More than 3,000 governmental units were found in each of nine states—California, Illinois, Kansas, Minnesota, Nebraska, New York, Ohio, Pennsylvania and Texas.

Single copies of the report, "Governmental Organization, Volume 1, Census of Governments: 1972," are available for $4.55 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices.

Increased Capital Outlays May Help To Reduce Price Pressure

Businessmen project a 4.2 percent increase in capital outlays in the third quarter of 1973 to an annual rate of $101.9 billion and reaffirm expectations of a 13.2 percent gain for the year.

These projections were made in a survey conducted in late July and August by Commerce's Bureau of Economic Analysis, which also stated an increase of about 2.5 percent to a rate of $104.4 billion is expected for the fourth quarter.

"The large increase in spending on new plant and equipment will probably provide approximately the right amount of economic stimulus needed in the near future in this sector," Secretary Dent commented. "The strong upward trend should continue in the early months of 1974."

Furthermore, the Commerce Secretary concluded, "the improvement and enlargement of our productive facilities means that we will be able to produce more, and do it more efficiently, and this will help reduce the upward pressure on prices."

Second quarter 1973 outlays—at a rate of $97.8 billion—were up 1.6 percent from the first quarter following a 4.6 percent increase for the first quarter. The gain projected for the second quarter in the May survey had been 2.5 percent. The latest projection for the third quarter is about the same as reported in the May survey but the fourth-quarter projection has been raised about 1 percent.

Capital expenditures for the full year 1973 are still expected to total $100.2 billion, 13.2 percent above 1972. This is virtually unchanged from the projection reported in June. The gains amounted to 8.9 percent in 1972 and 1.9 percent in 1971.

Manufacturers' spending plans for 1973 are about 1 percent higher than shown in June. Upward revisions were reported by the primary metals, transportation equipment, stone- clay-glass, food-beverage, textile, and paper industries. The projection for the "other durable goods" category was trimmed somewhat, and other major manufacturing industries reported little change in planned outlays.

In nonmanufacturing, the 1973 projection has been reduced about $200 million. Projections for the year were raised by communications, airline and mining firms, while electric utilities and commercial firms scaled down their spending for the year.

Capital spending in the first six months of 1973 was 8 percent higher than in the last half of 1972, after adjustment for seasonal variation. Manufacturing investment rose 11.5 percent in this period, and nonmanufacturing outlays increased 6 percent. In manufacturing, the nonferrous metal, aircraft, paper, rubber and "other nondurable goods" industries reported increases of more than 20 percent.

In nonmanufacturing, all industries except air transportation had increases in first half outlays, with railroads and "other transporta-

tion" companies reporting the largest relative increases.

Capital outlays scheduled for the second half of 1973 are 6 percent above the first half, reflecting gains of 7 percent in manufacturing and 6 percent in nonmanufacturing industries. In manufacturing, durable goods producers expect an 8 percent increase, compared with 6 percent for nondurables. Primary metal companies are planning a 15 percent expansion in the second half while the motor vehicle and "other durable goods" industries expect 11 percent gains in investment. In nonmanufacturing, gas utilities project a 23 percent advance for the last half of the year over the first half; communications and mining firms expect increases of 11 percent.

The increase in projected capital outlays for the full year 1973 reflects gains in both manufacturing and nonmanufacturing industries, but the advance in manufacturing —19.5 percent—is almost double the increase in non-manufacturing. Durable goods producers scheduled a 22 percent advance, with substantial increases projected by all component industries.

The nondurable goods industries expect a 17 percent increase, with gains of more than one-fourth planned by rubber, paper, and "other nondurable goods" companies. Food, beverage and chemical firms expect increases of about one-fifth. Petroleum and textile firms expect smaller increases—4 and 3 percent respectively.

Among the nonmanufacturing industries, gas utilities expect to boost outlays 22 percent this year. Mining companies are expecting to increase investment 17 percent. Electric utilities and railroads project 12 percent increases and communications firms, 11 percent. Trade and service firms account for most of the 7 percent increase projected for the commercial category. Transportation firms other than rail and air expect a 6 percent gain while airlines project a 5 percent decline.

MINORITY CONCESSIONS—*Under Secretary of Commerce John K. Tabor (right), and Interior Under Secretary John Whitaker sign minority concessions agreement.*

National Park Service Joins Effort To Build Minority Business Enterprise

National parks across the country will begin furnishing early opportunity "alerts" for prospective minority entrepreneurs to bid on concessions that now represent an estimated annual gross income of $104 million.

The opportunity "alerts" are part of a federal agreement in which minority firms will be given advance information on new or renewable concessions operated in the nation's parks. The National Park Service will give advance information to Commerce's Office of Minority Business Enterprise, which will furnish guidance and counseling to interested minority entrepreneurs.

Currently, there are some 319 concessions — from restaurants, mobile food units, and souvenir shops to overnight accommodations and bicycle rental shops — that do a dollar business ranging from under $5,000 to more than $2 million per year.

Signators to the "alerts" agreement included Under Secretary of Commerce John K. Tabor, Under Secretary of the Interior John C. Whitaker, OMBE Director Alex Armendaris, and National Park Service Director Ronald H. Walker.

"This agreement is vivid proof that Commerce and other federal agencies are moving vigorously to secure business opportunities for minority Americans," Under Secretary Tabor said. "Able people, with minimum capital, can succeed in these businesses, and this action will spur their opportunity to do so.

"America's national parks are usually located away from her major cities," the Under Secretary noted, "and this step thus provides a significant new federal minority enterprise stimulus in non-urban areas. Minority involvement in Park Service concessions should increase significantly."

The agreement also requires the National Park service to provide OMBE and its local business development organizations with concessions policy information; and to annually provide OMBE with a list

of all existing concessions scheduled to expire.

In addition, OMBE will provide the National Park Service with a list of qualified minority individuals and firms and act as a contact between the National Park Service and minority business development organizations and individuals.

Adjustment Aid Given Firm Hurt By Imports

A trade adjustment proposal by the J. H. Bonck Co., Inc., has been certified, authorizing the New Orleans apparel producer to be furnished financial assistance to aid in its recovery from injury sustained as a result of competition from increased imports caused by U.S. trade concessions.

The Commerce Department will guarantee 90 percent of a $240,000 long-term loan from a commercial lender collateralized by fixed assets. Commerce also will make a direct $660,000 loan for purchases of new machinery and equipment, capital improvements, and for working capital.

The trade adjustment assistance program for companies is administered by Commerce's Office of Trade Adjustment Assistance.

Municipal Employees Grow In Number, Report Shows

The number of municipal government employees in the United States grew by 75,000 and payrolls for the month of October 1972 increased $137 million over the comparable period a year earlier, according to a new Census Bureau report.

The report shows that there were 2,348,000 persons on municipal government rolls in October 1972—1,911,000 on a full-time basis and 437,000 part-time employees.

This represents a 2.7 percent increase in the number of full-time equivalent employees since October 1971, and a 9.3 percent increase in payrolls.

Calendar For Businessmen

Sept. 19—Whittier, Calif.—Business Opportunity Federal Procurement Conference. For information, John Foote, Rep. Charles E. Wiggins' office, 225 N. Barranca St., Suite 301, West Covina, Calif. 91791. Phone: 213-332-4025.

Sept. 23-26 — Chicago — National Institute of Governmental Purchasing, annual meeting. For information, Albert Hall, 1001 Connecticut Ave., NW, Washington, D.C. 20036. Phone: 202-347-9357.

Sept. 25—Phoenix—Business Opportunity Federal Procurement and Foreign Trade Conference. For information, Sumner T. Blake, Phoenix Metropolitan Chamber of Commerce, 805 N. Second St., Phoenix 85004. Phone 602-254-5521.

Sept. 25—New York City—Conference Board meeting at the Waldorf-Astoria. Roy L. Ash, director of Office of Management and Budget will speak.

Sept. 30-Oct. 3 — Portland, Me. — National Association of State Development Agencies, annual policy conference. For information, Jack Cawthorne, NASDA, Washington, D.C. Phone: 202-331-7880.

Sept. 30-Oct. 4—Washington, D.C. — National Recreation and Park Association, annual meeting. For information, Sidney Lutzin, 1601 N. Kent St., Arlington, Va. 22209.

Sept. 30-Oct. 5—Cleveland—Water Pollution Control Federation, annual convention. For information, Secretary Robert A. Canham, 3900 Wisconsin Ave., Washington, D.C. 20016. Phone: 202-362-4100.

Oct. 1-2 — Cherry Hill, N.J. — Northeast Industrial Development Association, annual conference. For information, Bob Franklin, Public Service Electric and Gas Co., Newark, N.J. Phone: 201-622-7000.

Oct. 14-18—San Diego—American Association of Port Authorities, convention. For information, AAPA, Washington, D.C. Phone: 202-638-6263.

Oct. 16-17 — Chicago — Shippers' Dialogue-Mid America, sponsored by Containerization Institute and Chicago Commerce and Industry Association. For information, John T. Cassidy, 15 E. 40th St., New York, N. Y. 10016. Phone: 212-686-1824.

Oct. 19—Weston, Mass.—Business Opportunity Federal Procurement Conference. For information, William G. Flynn or Stephen Dickerman, 400 Totten Pond Rd., Waltham, Mass. Phone: 617-890-9455.

Oct. 21-25 — Atlanta — American Institute of Planners annual meeting. For information, Robert Cassells, Georgia Institute of Technology, Industrial Development Division. Phone: 404-984-3885.

Nov. 8-9 — Washington, D.C. — National Planning Association, business advisory council meeting. "Collective Bargaining of the Coming Years," is the topic. For information, Mike Carbine, NPA, Washington, D.C. Phone: 202-265-7685.

Nov. 15 — White Plains, N.Y. — Business Opportunity Federal Procurement Conference. For information, Lee Greif, Administrative Assistant to U.S. Rep. Peter A. Peyser, 1133 Longworth House Office Building, Washington. Phone: 202-225-5536.

Jan. 6-9, 1974 — New York — 63rd annual convention of National Retail Merchants Association. For information, Convention Coordinator, 100 W. 31st St., New York, N. Y. 10001. Phone: 212-244-8780.

SCIENCE & TECHNOLOGY REPORT

- **Soviet licensing experts due soon to continue talks**
- **Undersized Japanese halibut new problem**
- **Science calendar**

Less Discord Sought For U.S. Firms Abroad

An appeal for a "high order of statesmanship" and cooperation based on mutual understanding and respect is at the heart of recommendations made by a 15-member industrial and academic group to improve relations and reduce friction between U.S.-based international firms and less developed countries (LDCs).

The recommendations, which center around research, development, and engineering (R, D and E) operations, are included in a report prepared by an ad hoc advisory panel of the Board on Science and Technology for International Development (BOSTID) of the National Academy of Sciences. Ten of the panel members are from industry and five are academic members with professional interests in the subject. The report has been forwarded to the Agency for International Development (AID) of the Department of State. Chairman of the panel is Charles S. Dennison, former Vice President of the International Minerals and Chemicals Corporation, New York.

"Because the potential for conflict between LDC and multinational corporations is so great," the report says, "a high order of statesmanship — one of the rarest commodities—is required of both sides. Central to this statesmanship are (1) understanding of, and respect for, each other's objectives and constraints; and (2) willingness to eschew short-term advantage and focus on the long-term view."

Series of actions

To deal with the situation, the panelists propose a series of actions that could be taken by U.S. international firms, the LDCs themselves, international agencies or agencies of developed nations.

"The actual role U.S. firms have played in strengthening research, development, and engineering in LDCs has varied greatly," the group says, "depending on corporate philosophy, the 'systems dependence' of the corporation's product or products, and the hospitality of the local environment for R, D and E work. Size of the market and stage of industrial development of the host country also are important elements."

Actions which the panel suggest could be taken by U.S. international firms include the following:

► U.S. firms should reappraise the qualifications of the management and staff of their own affiliates in LDCs to initiate local R, D and E activity. Firms, with the strong support of management, could: assign qualified R, D and E management personnel from the parent firm to each affiliate or each region in which more local R, D and E activity appears necessary or desirable; select a test group of capable professionals from management ranks for intensive training in economic and technological development; and provide back-up assistance and support from the headquarters of the firm to foreign affiliates in assessing local R,

D and E opportunities and exploring effective linkages with local science and technology structures.

► U.S. firms should explore ways and means of training, at little marginal expense, more personnel (from LDCs) than the particular company requires, thereby enlarging the host nation's pool of trained manpower more rapidly than would otherwise be the case.

► U.S. firms should adopt a policy of deliberately hiring and training qualified graduates from universities in LDCs. Firms should offer these graduates career opportunities matching those offered graduates of U.S. universities.

► Although the product-design function and the production-engineering function in industrially-advanced countries are carried out in more or less separate offices, these two sets of design considerations should be combined in LDCs to permit products designed for LDCs to be manufactured in LDCs. Examples are the new vehicles designed for LDCs by Ford and General Motors.

► U.S. firms should consider carefully the role local R, D and E can play in a joint quest for devising the most appropriate technology to change product designs and adjust production processes to fit domestic needs.

► U.S. firms should use host-country technical and scientific services to the extent feasible, beginning with assignments appropriate to their present capacities, but gradually increasing the level of sophistication required to carry out the assignment.

► If local laws and regulations permit, affiliates of U.S. firms should consider contracts for research projects consonant with the competence of the university laboratories. Similarly, they could arrange to retain members of the science and technology faculty of one or more universities as consultants to the firm.

► U.S. firms should encourage and facilitate the formation of local professional societies in fields related to R, D and E. They should also arrange for societies in the U.S. to assist in the formation of local, counterpart professional associations where the need and demand exist.

► Affiliates of U.S. firms can help R, D and E institutions in host countries by referring to them problems requiring an interdisciplinary team approach for solution. The institution's departmental managers can select as project leader the person they consider best qualified to tackle it.

► Firms whose affiliates are associated with a local research institute might arrange to grant internships to managerial personnel of the institute to work in the firm's central laboratories. Conversely, multinational firms should where feasible arrange to have research-management teams from their central laboratories visit research institutes in LDCs to conduct seminars on research management.

Local enterprise development

► Affiliates of U.S. firms in LDCs have access to the extensive R, D and E capabilities of parent firms. Thus the affiliates are in a position to influence the development of local enterprise through well-designed supplier-development programs. Such programs should include upgrading and maintaining suppliers' capabilities to meet high standards of quality control, improving their ability to comply with more rigorous delivery schedules and more complex design specifications, and increasing their plant capacity and efficiency.

► Affiliates that have decided to undertake a local R, D and E program should first identify a pilot project that fits corporate and local needs and lends itself to experimentation in techniques of transplanting research and development capabilities. The results of such experimental activity should be relayed to corporate technical headquarters and exchanged with affiliates in other LDCs, thus building up a body of experience and knowledge on development of local technological capability.

► Affiliates of U.S. firms generally should join in various public service activities consistent with the socially responsible behavior now expected of large industrial enterprises.

► An affiliate might join with other industrial firms, local or foreign, to establish joint or coordinated efforts related to specific national development objectives of the LDC. Such projects could permit the private industrial sector to undertake problem-solving R, D and E that would not otherwise be possible.

U.S. firms and their local counterparts might also join academic institutions and governmental agencies in LDCs in research and study groups established to grapple with such urgent problems as unemployment, urban congestion, rural stagnation, environmental pollution, etc.

Actions which the panel suggested could be taken by LDCs include the following:

► Encounters between corporate officials and LDC governments on matters concerning technology tend to be impromptu, partisan, and ill adapted to resolving underlying issues and antagonisms. The panel recommends that such ad hoc encounters be supplemented or, better still, superseded by continuing consultations at a professional level dedicated to discussion and resolution of problems of mutual interest before they become specific, emotion-charged "cases."

► LDC institutions should strengthen their emphasis on applied research and development, often neglected at present in favor of more glamorous "basic" research.

► LDC governments should encourage the contracting of research by industry to university and government laboratories, pri-

marily by eliminating regulations that prevent it. Similarly, they should remove obstacles to exchanges of personnel in which qualified personnel of foreign firms could accept part-time teaching and research functions in local universities and university personnel could take on consulting assignments from industry.

► LDCs should where feasible initiate systematic, comprehensive surveys of their needs and resources on a joint government-university-industry basis.

► LDCs should address themselves to the legislative and administrative issues of patent policy and their effects on the willingness of multinational firms to establish overseas manufacturing operations and related research activities. Reconciliation of conflicting views between the profit motives of foreign firms and the economic and technological aspirations of LDCs is imperative—an achievement not likely to be possible outside the international patent system.

► Every developing nation should institute a flexibly programmed plan for standardization and for securing compliance with standards.

Actions which the panel suggested could be taken by international agencies and agencies of developed countries include the following:

► Where host governments have established, or are prepared to establish, loan funds that support industrial R, D and E programs, the U.S. Agency for International Development (AID) and other external sources of development assistance can play an important ancillary role. Foreign funds can help finance the importation of technical equipment, computers, and other hardware needed to develop laboratories, institutes, and research centers.

► External aid agencies can assist host governments to create institutions capable of relating science and technology to industrialization and national development.

► Activities that might be assisted by AID include the following: establishment with a local industrial research laboratory working with local industry of specific experimental work programs; the support through host governments of cooperative research programs on urgent problems.

► Regional development banks, Inter-American, African, and Asian in particular, and other regional agencies are playing, and can play more important roles, in strengthening the scientific and technological capabilities of their member countries. U.S. international firms and international business organizations should collaborate with them on projects and programs.

► With the collaboration of the UN Industrial Development Organization (UNIDO), a consultative group could play a useful role in focusing international attention and resources on high-priority needs of the LDCs.

"This report by no means exhausts the list of possible recommendations," the panel said. "The panelists hope they have indicated clearly enough the directions in which the parties concerned should move. They reject the idea that 'go-it-alone' policies will best serve either the LDCs or the U.S. international firms."

One general conclusion of the panel was that LDCs usually should approach the R, D and E sequence in reverse, that is, as E, D and R. After the introduction of new technology from abroad, the group said, the steps in indigenous technological development first involve the acquisition of engineering capabilities, and thereafter more ambitious work.

"Only after a firm has the capacity to copy, adapt, and improve existing technology," the group said, "can it safely venture on to the wholly uncharted terrain of creating completely new technology."

Soviet Licensing Experts Due Soon To Continue Talks

Returning a recent visit made to the Soviet Union by a special delegation of U.S. government and industry licensing executives *(see Commerce Today, August 20, Page 31)*, a group of Russian licensing and patent management experts arrives in Washington Sept. 26 to continue discussions begun in the Soviet Union.

The Russians plan to spend 14 days in the U.S. talking with their American counterparts as well as touring various industrial plants in the Los Angeles, Buffalo and New York City areas for a look at the mechanics of doing business in the U.S.

Purpose of the exchange of visits is to further technological cooperation between the U.S. and USSR and to create new markets for the products of both countries through licensing agreements.

On their return from the USSR, the U.S. group, headed by Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, reported keen Soviet interest in an exchange of heavy industry technology with the U.S.

State Committee

In a report being published by the American mission following its Soviet visit, the point is made that the Soviet State Committee for Science and Technology is one committee of the Council of Ministers of the USSR which formulates economic policy for individual ministries. This committee is responsible for the planning and stimulation of technical research and development in all branches of industry. One of its tasks is developing five-year plans for technology development in all industrial areas. Thus, it has final responsibility for deciding whether to develop technology within the USSR or pur-

chase it from foreign countries.

This Soviet committee was named as the Executive Agent of the U.S./USSR agreement on cooperation in the fields of science and technology signed in May 1972. In addition to government-to-government agreements, the State Committee participates in the negotiation of protocols or letters of intent with private companies and has six of these with U.S. firms (General Electric, Occidental Petroleum Corp., Bechtel Corp., International Telephone & Telegraph Corp., Brown & Root, Inc., and Arthur Andersen & Co.

U.S. firms, says the report, should contact the State Committee for Science and Technology if interested in exploring potential commercial exchanges of technology which involve more than one Soviet industrial ministry because the State Committee coordinates such activities for all ministries.

The various other committees and ministries of the Soviet government involved in the purchase of foreign technology are described in the report with details as to their responsibilities and operating procedures as well as methods of payment and financing which prospective U.S. manufacturers will experience.

An outstanding difference in methods for licensing in the USSR found by the U.S. mission, as distinct from those between western nations, is the maze of Soviet organizations which get involved in the licensing process. Because of this, says the report, it becomes difficult to find where the final authority for making decisions rests.

A significant trend found, however, is the Soviet attempt to decentralize decision-making processes in the business area within an industrial ministry.

The U.S. licensing mission's report is available from the Office of the Assistant Secretary of Commerce for Science & Technology, Room 3862, U.S. Department of Commerce, Washington, D.C., 20230.

U.S.-SOVIET EXCHANGE—*Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, presents E. Artemiev, First Deputy Chairman of the Soviet Union's Committee for Inventions and Discoveries, the seal of the U.S. Patent Office during the recent Russian visit of a U.S. delegation of licensing experts headed by Dr. Ancker-Johnson.*

Undersized Japanese Halibut Is New Problem

Importers of halibut or halibut fillets are being advised to notify their vendors and consignors of the requirements of the law prohibiting the import from Japan of illegally caught halibut.

Recent federal inspection of several samples from Japan contained undersized halibut fillets believed to be taken in violation of Japanese law and regulations. Any halibut taken in violation of Japanese law cannot, under U.S. law, be imported into the United States. Generally Japanese law and regulations make it illegal to take halibut measuring less than 26 inches.

The National Marine Fisheries Service is now establishing procedures under which imports will be inspected and tests made by fisheries biologists.

Science Calendar

Oct. 11-14 — Washington, D.C. — Shoreham Hotel. Techniques of Noise Control seminar of Institute of Noise Control Engineering. Contact: William W. Lang, INCE, P.O. Box 3206, Poughkeepsie, N.Y. 12603.

Oct. 15-17 — Washington, D.C. — Shoreham Hotel. National Noise Control Engineering Conference. Sponsored by INCE, Acoustical Society of America, National Society of America, National Bureau of Standards, and others. Contact: NOISE-CON 73, NBS, A147-233, Washington, D.C. 20234.

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 22-24 — Philadelphia — Philadelphia Civic Center. Second International Pollution Engineering Exposition. Contact: Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS.

Nov. 14-16 — Gaithersburg, Md. — National Bureau of Standards. National Conference of Standards Laboratories' 1973 meeting.

Nov. 27-28 — Gaithersburg, Md. — National Bureau of Standards. Conference on Automation and Productivity. Sponsored by NBS. Contact: Ed Johnsen, 921-2381.

INTERNATIONAL COMMERCE REPORT

- U.S. share of manufactures market improves
- Forum on impact of multinationals urged
- Aid program tools Latin growth
- Iran has become a most attractive market
- Foreign demand propels Sweden's economy
- New sales opportunities develop in Norway

White House To Hold Export Conference

President Nixon will address an audience of businessmen at a White House conference on export expansion on Oct. 11.

Secretary of Commerce Frederick B. Dent will be conference chairman and one of the major speakers. Among the other officials who will speak are Secretary of the Treasury George P. Shultz and Peter M. Flanigan, Executive Director of the White House Council for International Economic Policy.

It is expected that about 250 chief executive officers of the leading U.S. exporting companies will attend.

Secretary Shultz, who announced the plans for the conference, disclosed at the same time a series of official visits in connection with the development of East-West trade relations.

Secretary Shultz, Chairman of the East-West Trade Policy Committee; Secretary Dent, the Committee's Vice-Chairman, and Under Secretary of State for Economic Affairs William J. Casey will visit the Soviet Union from Sept. 28 to Oct. 4, and Yugoslavia from Oct. 5 to Oct. 8.

Secretary Dent, Assistant Secretary of State Willis C. Armstrong and other U.S. officials will visit Hungary from Sept. 23 to Sept. 25 and Poland from Sept. 25 to Sept. 28.

These developments take place against a background of continuing improvement in basic U.S. trading positions. Noting the July trade surplus of $106 million, the 10th consecutive month of improvement in export totals, Secretary Dent commented recently that both the industrial and agricultural sectors have contributed to the strengthening trade picture.

Then he said: "But we should not underestimate the challenge that remains for American industry and agriculture as they compete in world markets. Trade benefits all nations in raising the standard of living. This is a dynamic process that will challenge U.S. companies to be creative and productive if they are to participate fully in these growing markets."

Secretary Dent also commented: "Expansion of export sales will contribute to the strength of our economy and will increase the number of jobs available for our people. Increased exports also provide the means to pay for vital imports, such as petroleum, steel and attractive consumer products."

U.S. Share Of World Exports Of Manufactures

Adjusted for seasonal variation

Commodity	U.S. exports (million dollars)	U.S. share of world exports to foreign markets[1] (% based on current rates of exchange[2])	(% based on constant rates of exchange[2])
Manufactures, total			
1972 1st quarter	8,250	18.8	20.5
2nd	8,159	18.0	19.7
3rd	8,685	19.2	20.9
4th	9,203	18.6	20.2
1973 1st	10,099	18.7	21.1
Chemicals			
1972 1st quarter	1,047	19.0	20.7
2nd	952	17.0	18.6
3rd	1,014	18.2	19.8
4th	1,157	18.7	20.3
1973 1st	1,250	18.2	20.6
Nonelectric machinery			
1972 1st quarter	2,334	24.9	26.9
2nd	2,305	24.2	26.2
3rd	2,435	25.6	27.6
4th	2,567	24.6	26.4
1973 1st	2,734	24.8	27.6
Electric machinery			
1972 1st quarter	900	20.9	22.8
2nd	881	20.0	21.8
3rd	946	20.9	22.8
4th	1,013	20.8	22.6
1973 1st	1,148	21.5	24.3
Transport equipment			
1972 1st quarter	1,985	26.3	28.5
2nd	1,995	25.0	27.2
3rd	2,154	27.0	29.2
4th	2,217	25.0	26.9
1973 1st	2,526	27.0	30.1
Other manufactures			
1972 1st quarter	1,984	11.6	12.7
2nd	2,026	11.4	12.6
3rd	2,136	12.2	13.3
4th	2,249	11.8	12.9
1973 1st	2,441	11.4	13.0

Note: First quarter 1972 U.S. exports and U.S. percentage shares were favorably affected because of the dock strikes in the last half of 1971. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition. Data have been revised from previous issues.

[1] World exports are defined as exports from 14 major industrial countries, excluding shipments to the United States. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan.

[2] Because of the widespread appreciation of foreign currencies since the first quarter of 1971, two series of U.S. percentage shares are shown in this report. The first column shows shares based on current rates, the official rates of exchange for merchandise shipped during each period. The second column shows shares based on data measured at constant rates of the first quarter 1971.

U.S. Share Is Expanding In Manufactures Market

In the first three months of this year the U.S. share of world exports of manufactures improved significantly to 21.1 percent when the value of trade is expressed in dollars reflecting constant (first quarter 1971) exchange rates. By this measurement, the distorting effects on trade data resulting from the various currency realignments of the past two years are largely eliminated.

World exports of manufactured goods, excluding shipments to this country, advanced by less than 5 percent in January-March over the preceding quarter on a seasonally adjusted basis. Shipments from the United States rose twice as rapidly from their fourth quarter 1972 level to a record $10.1 billion. As a result, the U.S. share climbed by nearly a full percentage point to its highest mark since the third quarter of 1970.

When world exports are expressed in dollars reflecting exchange rates prevailing during each quarter, the value is higher because of the appreciation of most key currencies relative to the dollar. Using this yardstick, world exports increased by more than 9 percent—about the same rate as those from the United States—and this country's share remained virtually unchanged at 18.7 percent. Except where otherwise noted, the analysis in the remainder of this article is based on values reflecting constant exchange rates.

Share up in most groups

The substantial improvement in the overall U.S. share of world exports of manufactures resulted primarily from solid advances in our position with regard to transport equipment and machinery. U.S. exporters recorded their largest share gain in transport equipment

as deliveries expanded 14 percent in value. The increase of more than three percentage points to 30.1 percent was the best performance since the second quarter of 1971. The improvement was attributable in part to a steep increase in shipments of military aircraft, though buoyant exports of automobiles, parts, and accessories to Canada and much greater truck sales to other countries also contributed importantly.

Exports of electric machinery climbed nearly as rapidly as those of transport equipment and pushed the U.S. share to 24.3 percent, its highest level since the third quarter of 1969. Sales of electric power machinery, especially to Japan and Mexico, increased sharply. Tube, transistor, and semiconductor shipments rose strongly as well, aided by a large advance in semiconductor parts exported to Far East developing nations for assembly. Partially offsetting these gains, exports of telecommunications equipment slipped marginally following an improved performance in the previous quarter.

The United States also posted a share gain of better than one percentage point in nonelectric machinery, although sales expanded much less rapidly than in transport equipment and electric machinery. Exports of construction and mining machinery, airconditioning and refrigeration machines, and materials handling equipment rose between 15 and 20 percent. Following a lackluster performance throughout 1972, deliveries of office machines, especially electronic computer parts, also moved upward and helped cause the U.S. share of nonelectric machinery to advance to 27.6 percent.

In the chemicals market, the growth in the U.S. position was more modest, less than half a percentage point to 20.6 percent. Deliveries of inorganics climbed vigorously during the first quarter. Most other chemicals recorded strong sales gains with the notable exception of fertilizers, which fell back to their third quarter 1972 level.

U.S. exports of "other manufactures," a diverse group encompassing mainly semifinished goods and consumer nondurables, rose moderately in the first three months, but this country's relative position remained practically unchanged at 13.0 percent. After showing little movement throughout 1972, sales of steel, particularly plates and sheets, rose sharply. Deliveries of copper and rubber manufactures

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets[1])
Manufactures, total		
1958	11,221	27.7
1959	10,867	25.6
1960	12,716	25.3
1961	12,924	24.1
1962	13,835	24.6
1963	14,459	23.6
1964	16,718	24.0
1965	17,648	22.8
1966	19,510	23.0
1967	21,090	23.3
1968	24,113	23.6
1969	27,132	22.5
1970	29,730	21.3
1971	30,845	19.9
1972	34,285	18.6
Chemicals		
1958	1,410	29.6
1959	1,562	29.1
1960	1,779	29.6
1961	1,793	28.2
1962	1,880	27.9
1963	2,013	26.9
1964	2,369	27.1
1965	2,407	24.7
1966	2,693	24.6
1967	2,812	23.7
1968	3,296	24.2
1969	3,393	21.9
1970	3,840	21.9
1971	3,855	19.9
1972	4,162	18.2
Nonelectric machinery		
1958	2,818	35.0
1959	2,835	33.8
1960	3,250	32.7
1961	3,605	31.1
1962	3,945	30.9
1963	4,062	30.2
1964	4,678	31.4
1965	5,068	30.9
1966	5,578	30.1
1967	5,984	30.2
1968	6,347	29.4
1969	7,223	28.8
1970	8,444	28.1
1971	8,561	25.5
1972	9,637	24.8
Electric machinery		
1958	1,067	32.8
1959	1,045	30.6
1960	1,090	28.2
1961	1,231	27.0
1962	1,367	27.3
1963	1,501	26.8
1964	1,676	26.2
1965	1,674	24.0
1966	1,916	25.2
1967	2,117	25.8
1968	2,303	25.1
1969	2,703	24.4
1970	3,033	22.7
1971	3,098	21.0
1972	3,741	20.6
Transport equipment		
1958	2,491	35.3
1959	2,188	32.0
1960	2,671	33.2
1961	2,515	30.5
1962	2,748	31.9
1963	2,710	28.2
1964	3,058	28.4
1965	3,455	28.4
1966	3,727	28.7
1967	4,539	31.8
1968	5,882	34.3
1969	6,570	32.4
1970	6,542	29.0
1971	7,948	29.5
1972	8,347	25.7
Other manufactures		
1958	3,434	19.7
1959	3,237	17.6
1960	3,926	17.6
1961	3,781	16.6
1962	3,895	16.8
1963	4,172	16.7
1964	4,937	17.0
1965	5,044	15.8
1966	5,596	16.1
1967	5,638	15.5
1968	6,285	15.5
1969	7,243	14.8
1970	7,871	14.0
1971	7,383	12.2
1972	8,398	11.7

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from 14 industrial countries. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

also posted strong gains, but lower shipments of clothing, sound recorders, and reproducers limited the overall advance.

German share rises

Only Germany among the five leading U.S. competitors enhanced its position in the world market for manufactures during the first three months of this year, using constant exchange rates. Both the United Kingdom and Italy recorded substantial losses, while the Japanese standing slipped marginally. When based on export values converted at current rather than constant rates of exchange, however, the German gain was twice as large and the Japanese share held even.

Germany sharply expanded its position to 19.7 percent in January-March, following four successive quarterly losses last year. The largest gain occurred in "other manufactures" where shipments of textiles and steel rose strongly. Transport equipment was the only group in which the German standing weakened, as a result of reduced sales of ships and motor vehicles.

France also recorded a substantial share loss in transport equipment as well as a lesser one in electric machinery. Small to moderate gains in the other groups offset these reductions, however, and the overall French share of the world market for manufactures remained at 9.5 percent. Sharp declines in Japan's share of both chemicals and electric machinery were noted, as exports of organics and telecommunications equipment fell well below their fourth quarter levels. On the other hand, sales increases in the more important transport and "other manufactures" groups equalled those of other suppliers and partly offset those losses. As a consequence, the Japanese standing fell slightly to 9.2 percent.

Sizable British share losses in machinery and transport equipment resulted in a half point decline in position to 10.4 percent. Only in chemicals and "other manufactures" did the United Kingdom maintain its standing. The deterioration in the Italian share was considerably greater than Britain's. First quarter exports in every category dropped below those of the previous period, in large part as a result of strikes by customs officials and industrial workers. Sizable share losses in machinery and "other manufactures" contributed to the fall in Italy's standing to 6.1 percent.

U.N. Study Urges 'Forum' On Multinationals' Impact

"The least that the international community can do is to provide a forum" in which conflicts, problems and other issues involving multinational corporations can be discussed.

So concludes a new staff study by the United Nations, "Multinational Corporations in World Development," that offers a valuable summary of present knowledge about the multinationals with many useful tables and dozens of references to other works on the subject.

The study is a working document currently being used by a panel entitled a "Group of Eminent Persons," appointed by the U.N. Director-General to consider the impact of multinational corporations on development and foreign relations. In the group of bankers, diplomats and political leaders are two from the United States, Senator Jacob K. Javits of New York and J. Erwin Miller, President of Cummins Engine Co. The first scheduled working session of the group was held this month, another will be held in November, and a third next February and March.

Action program suggested

The staff report contains suggestions for a program of action at company, national, regional and international levels. In this program, most attention is devoted to measures the U.N. staff believes "ripe for immediate consideration." The report then urges the creation of the above-mentioned forum.

A general framework for such a forum is said to exist already within the U.N. Economic and Social Council, but the report offers even more elaborate plans, and its program of action details an expanded U.N. work program within the U.N. Secretariat, with suggestions for research, the building of a staff of experts for coordination and negotiation and the establishing of training programs so that people (mainly the LDCs) will know how to deal with the big companies.

Considerable thought has been given to the need for harmonization of tax regulations, tariffs, disincentives and restrictive business practices. Several possible versions of international organizations to control the activities of MNCs are considered, and failing that, the report feels, with some optimism, that "some general agreement on a code of conduct is not beyond reach."

While reference is made to the benefits that foreign investors bring to a country, parts of the report appear to have been written from the viewpoint that the developing countries have not been aided by the MNCs. At another place the report says that "the most urgent point at issue among the developing countries is that of competition among themselves for foreign investment."

The report is available from the United Nations Sales Section, Rm. XL-2300, New York, N.Y., 10017, at $10 per copy.

FOLLOW-UP INSPECTION — *A Tools for Freedom team inspects equipment installed in a Chilean vocational school to make sure it is properly maintained.*

Tools For Freedom: An Aid Program Geared For Firms

Shipments of used pneumatic tools, air sanders and parts worth $107,000 are on the way to five Latin American countries. The U.S. supplier, Rockwell International Manufacturing of Pittsburgh, has been making shipments such as these for more than five years—and has never been paid.

Rockwell is one of the most active participants in the Tools for Freedom Program administered by the Pan American Development Foundation, a private, non-profit affiliate of the Organization of American States. The tools are distributed to vocational schools throughout Latin America.

"We normally deal in shipments of about $200 to $300," says Tools For Freedom Director Steven Reid, "so this donation from Rockwell International really got us excited. It was so big we decided to split it up for maximum impact."

In big shipments and small, Tools for Freedom has sent more than $4 million in used, but still highly usable, tools to help train 200,000 Latin vocational students since the early 1960s.

A further benefit is that the fair market value of donated tools and equipment is tax deductible.

Not all donated tools and equipment have been old or used. A number of companies have contributed substantial amounts of brand-new material when model changes have taken place, or new designs introduced.

Helps comply with law

As a further possible benefit for donor firms, the program could serve as a means of disposing of equipment which does not comply with the standards of the recently enacted Occupational Safety and Health Act, but which would still be useful under close supervision in a vocational training school.

Each U.S. firm's offer is reviewed for suitability and need. When it is accepted, the donor arranges for export packing and shipment to pier. Tools for Freedom arranges for overseas shipment and duty-free entry, and issues a tax deduction receipt in the donor firm's name.

At the other end of the line, Latin American firms participate through payment for transport to the school, installation costs and checking to see that the equipment is properly maintained.

For details, write: Tools for Freedom, Pan American Development Foundation, 19th & Constitution Ave., N.W., Washington, D.C. 20006.

Buyers Of NTIS Reports Can Now Use Credit Cards

Almost all technical reports published by Federal agencies can be ordered from the Department of Commerce's National Technical Information Service—and, for the first time in the Federal Government, they can be charged to a customer's national credit card.

Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, announced that NTIS and the American Express Company have signed an agreement permitting commercial credit card purchases of Government products. "Anyone who needs Government reports or data should be able to buy them as quickly and conveniently as possible and, if he chooses, to charge them," Dr. Ancker-Johnson said.

"Heretofore, the Government has not been able to extend credit. But now, the Comptroller General of the United States, after finding that NTIS could provide its customers with more rapid and convenient service on credit, has made a new ruling permitting contracts such as this one."

An on-line computer-based custom bibliographic search service called "NTISearch" permits quick location of abstracts of interest among the 300,000 Federally-sponsored on-going projects. The reports are sold in paper copy, microform, or magnetic tape. Abstract journals are available on subscription.

Trade Fairs, Centers

Five Commerce Shows Are Seeking U.S. Exhibitors

U.S. exhibitors of children's apparel, computers, biomedical equipment, geophysical items and metalworking equipment are needed for Commerce Department-sponsored exhibits in Italy, France, Japan, Germany and Venezuela.

Children's and juniors' apparel: Italy. Italy represents a growing and important market for U.S. manufactured children's and juniors' apparel. U.S. companies, new to this market or seeking an agent will find a Jan. 9-11 exhibit at the U.S. Trade Center in Milan a convenient first step in broadening their sales and profit base.

The Italian market for U.S. manufactured children's and juniors' apparel has extremely high sales potential. Total 1972 sales in Italy of children's apparel were approximately $602 million. Children constitute 25 percent of the Italian population and with increased prosperity combined with the traditional Italian clothes consciousness, the market is expanding rapidly.

There has also been a growing trend toward leisure and casual dress generated by a virtual revolution in Italian dress habits. The 1960s witnessed a dramatic shift in Italian clothing habits from more formal attire to informal clothing. This tendency has resulted in an increasing market for ready-to-wear and convenience clothing. The advantages of U.S. clothing with such advanced fabrics as permanent-press, wash-and-wear and flame-retardant fibers have created great interest in U.S. apparel.

The demand for clothing requiring minimal care, combined with the reasonable cost of U.S. medium-priced clothing, enhances the sales potential for American apparel in Italy.

This market is presently served by an apparel industry which is fragmented among thousands of small artisan type establishments. The high cost of production has resulted in high priced apparel which has increased buyers' interest in U.S. manufactured apparel with its relatively lower costs.

For details, call Noel Negretti at 202-967-2434.

Computers, peripherals, data transmission and related equipment: France. The U.S. Trade Center in Paris will hold a Jan. 14-18 exhibit of computer equipment. Total sales of this equipment in France are expected to exceed $1.8 billion in 1977, more than double the 1972 figure of $693 million. Underlying this projection is the expected expansion of the country's economy and the trend toward modernization of information processing in industry, commerce and government.

The next five years will see rapid growth in the number of EDP equipment users in France, as well as in the expansion of existing systems. Projections indicate that France will be in the market for over $7 billion worth of computers and related equipment between 1972 and 1977.

EDP and related products from the United States are among the capital equipment items with significant potential for sales increases in the French market.

Imports represent a significant portion of the French computer and related equipment market, reaching almost $300 million, or 42 percent of total consumption in 1972. By 1977, imports are projected to surpass the $700 million mark, growing at an average annual rate of about 19 percent.

The United States is the principal supplier of computers and related equipment to France. Imports from the United States totaled $113 million in 1972, a $36-million gain over 1970. By 1977, U.S. sales should reach $211 million.

For details, call Andre Williams at 202-967-3749.

Biomedical equipment: Japan. Efforts to treat the medical problems associated with an advanced industrial society generated an increase in Japan's biomedical equipment purchases from $247.7 million in 1969 to $364.8 million in 1971, representing an average annual growth rate of 21 percent. The market should reach $822 million by 1976, a rise of 125 percent over 1971.

Underlying the projected increases of biomedical equipment purchases are Japan's plans to step up medical research programs, improve rural health care delivery systems, and expand facilities for the aged and those afflicted with pollution-related diseases.

A Jan. 21-26 show at the U.S. Trade Center in Tokyo will help U.S. producers maximize their share of this growing market.

Japan's imports of biomedical equipment are rising at a faster rate than the total market.

The United States has steadily advanced its position as Japan's leading supplier of biomedical equipment during the past few years. In 1969, U.S. firms sold $6.5 million worth of biomedical apparatus to Japan, representing 44.5 percent of the total import market. By 1971, U.S. sales had risen to over $10 million and accounted for 46.3 percent of Japan's biomedical equipment imports. There are strong indications that by 1976 the U.S. share of this import market could be as high as 50 percent.

For details, call Robert Watkins at 202-967-2060.

Geophysical equipment: Germany. The U.S. Department of Commerce is offering American manufacturers and suppliers of geophysical equipment for earth-science study, oceanography, and meteorology an exceptional opportunity to develop sales in the dynamic German market by displaying their products at a Feb. 11-14 show at the U.S. Trade Center in Frankfurt.

Information derived from official German statistics indicates a more than doubling of the market for this equipment from 1969-72.

As the German economic upswing accelerates, the prospects for the sale of U.S. equipment increase. Germany's participation in a growing number of international geophysical programs requires the application of the most advanced methods and equipment.

Emphasis is especially on that equipment able to provide automation and digitalization of measurement. This means that the trend will be towards automatic data acquisition and processing equipment including magnetic tape recorders, recorders and printers, displays, analog/digital converters, computer interface and such modules or components as will enable the research groups to improve their own instrumentation.

The leading geophysical institutions for land, sea and air are generally government owned or financed and tend to equip themselves with the latest equipment regardless of price. The ability to supply this latest state-of-the-art instrumentation is of great advantage to American manufacturers. Devaluation (a U.S. dollar in terms of marks costs almost half of what it did in 1969) has improved the position of those American firms which face European competition. Excellent results from a previous geophysics show at the Frankfurt Trade Center in December 1969 demonstrated the success of this type of promotion in reaching German buyers.

For details, contact Don Schmadel at 202-967-2177.

Metalworking equipment and industrial instrumentation: Venezuela. The U.S. Department of Commerce will sponsor an exhibit of metalworking equipment and industrial instrumentation March 25-30 in Caracas. About 40 U.S. firms are expected to participate in this event, which should help Venezuelan industries procure the higher capacity machinery they need in order to generate higher export sales to the other Andean Common Market countries. Export incentives and an export diversification program are creating the need for higher quality control in order to meet international marketing standards.

Recent market research indicates a 40 percent increase in demand for both categories of products, with Venezuelan industry importing nearly $30 million of these items during 1972.

The following categories are thought to have the highest immediate sales potential:

Metalworking — Metalcutting and forming tools, lathes, vertical milling, drilling, threading, bending and forming, gas operated welding, foundry, hot rolling and drawing mill and die casting machinery.

Analytical instrumentation—laboratory and scientific: PH meters, spectrographs, photospectrometers, non-medical X-ray apparatus, chromatographic and calibration equipment and related products for use in analyzing composition or quality of solid, fluid, gaseous or composite material.

Process Control instrumentation—industrial and analytical: Fluid flow and liquid level measuring and controlling, automated control valves, temperature measuring and controlling instruments and related products for measuring, displaying, transmitting and controlling process variables in manufacturing and utilities.

For details, contact Richard F. Muenzer at 202-967-5030, or write him at Latin American Division, Office of International Marketing, U.S. Department of Commerce, 20230.

Apparel Mission To Visit Eastern Europe, USSR

An industry-organized, government-approved trade mission will go to Eastern Europe and the USSR next month.

The mission, organized by the American Apparel Manufacturers Association, will visit Belgrade, Budapest, Prague, and Moscow, Oct. 6-19, with members carrying samples of their latest lines.

This first consumer goods mission into Eastern Europe and the USSR is viewed by the AAMA as an exploratory mission with the objective of obtaining firsthand market information and developing important high-level contacts for future follow-up.

Stanley Nehmer, former Deputy Assistant Secretary of Commerce and now Director of Economic Consulting Services of the national CPA firm, Wolf & Co., will be accompanied by Ellis E. Meredith, Executive Vice President of the AAMA, and 13 leaders of the American apparel industry.

Anti-Pollution Equipment Firms Invited To Turin Show

"Environment 74," an international exposition on man and current environmental problems, is being planned for Turin, Italy, May 4-12, 1974, under the auspices of the Italian President, Giovanni Leone.

The exhibition, in addition to providing graphic displays on pollution damage and its solutions, aims to demonstrate and promote advanced techniques and industrial innovations in this field. Italian and foreign manufacturers and their distributors are invited.

Participation information is available from: Torino Esposizioni, S.p.A., Corso Massimo d'Azeglio 15, 10126 Turin, Italy.

Tokyo Data Show Drew Exhibitors', Visitors' Praise

"The quality of the visitors was excellent. We got many inquiries. Our interpreter was the best. This show was the finest that we have ever been to, anywhere." That's Charles P. Johnson, president of General Datacomm Industries, and he's talking about the U.S. Trade Center in Tokyo's recent exhibit of data transmission and input/output devices.

Other exhibitors echoed his sentiments. "We feel that the show speeded our effective entry into the Japanese market by at least six months," said John W. Pugh of Codex Corp. of Newton, Mass. "Both attendance and degree of interest was most gratifying. It helped us to evaluate and solidify relationships with two excellent distributors," said R. Zani, vice president of Boston's Di-An controls. "A perfect launching for Tesdata products in Japan," was the verdict of H. J. Stewart, vice president of Tesdata Systems Corp. of McLean, Va.

Visitors spoke up

Japanese visitors shared the enthusiasm: "I am very much satisfied with the products, layouts and booth attendants" . . . "Provide catalogs of not only products exhibited here but also products which are not in the show" . . . "I hope you will regularly hold a show in this field. I would like to see examples of how to use these products in the whole system," were typical comments from the more than 2,700 registered visitors.

Twenty-one of the 44 U.S. firms exhibiting were new to the Japanese market. Seven of them were seeking representatives in Japan; four agents were signed during the show and five more agreements were expected to result.

An experimental "follow-up" presentation by four of the new-to-market participants seeking Japanese representation was conducted in the American Merchandise Display Osaka (AMDO). The presentation was held both to seek representation in that city if not secured during the Tokyo showing as well as to introduce the companies' products and their new representatives to Western Japan. The four participants reported pleasure with the results.

RESPONSIVE CROWD—*Potential buyers at Computer Automation's display of printed-box replicas of its Mini LSI reflect enthusiasm of visitors to recent exhibit of data transmission and input/output devices at U.S. Trade Center in Tokyo.*

Engineering Show At Paris Center Nets 11 Agents

The 18 new-to-market firms at the INOVA 73 Design Engineering Show at the Paris U.S. Trade Center projected more than $8.5 million in 12-month sales, appointed 11 agents and signed two licensee agreements. Floor sales of the 28 participants topped $53,000.

T. J. Jarman, President of Continental Fastener Corp., Evanston, Ill., thought the June 2-8 show was "absolutely outstanding from any joint of view. Results achieved were beyond our fondest expectations." He expects his new-to-market firm to sell $600,000 worth of goods and appoint nine agents over the next year as a result of participation.

Objective Industries, Fisherville, Va., signed agency agreements with firms in France, the United Kingdom, Switzerland, and Sweden, and concluded a joint venture agreement with a French firm. Norman Oberg, the firm's president, said "Perfect show for us. I hope a similar show will be held soon in Frankfurt and Stockholm."

A total of 537 potential buyers visited the U.S. Trade Center event.

Argentina To Hold Second Furniture, Decorating Show

Argentina's Second International Exhibition of Furniture and Decoration is scheduled for Sept. 6-22, 1974, in Buenos Aires.

Items to be exhibited include all types of furniture and decorative wares and appliances; wall, ceiling, and floor coverings; plus related fittings, machinery and special tools.

Interested exhibitors and visitors may address inquiries to: II Exposicion Internacional del Mueble Y La Decoracion, Cordoba 859, ler piso, Buenos Aires.

Worldwide Business Outlook

Sustained Rise Makes Iran A Most Attractive Market

An ambitious and successful development effort, growing foreign exchange resources and stable political conditions combine to make Iran the most attractive and promising market for U.S. business in the Middle East, according to the U.S. Embassy in Tehran. The country's GNP expanded in real terms by more than 13 percent in the first half of this year and is likely to continue growing at a rapid rate throughout 1973.

Dominant factor

Developments in the petroleum sector continue to be the dominant factor in the Iranian economy. The Iranian Oil Participants (Consortium) agreement with the Government of Iran is about to be terminated, and it will be replaced by long-term supply agreements with the National Iranian Oil Co. (NIOC) retroactive to March 21 which will insure Western oil companies preferential access to Iranian crude until 1993. Control over oil production and investment is to be transferred to NIOC, but it is expected that Consortium companies will be active in an advisory and service capacity.

Petroleum production increased by about 23 percent in the Iranian year 1351 (March 21, 1972-March 22, 1973), and further substantial gains in crude output are anticipated. This increased production, the OPEC agreement on compensation for the February dollar devaluation, and assurances that the price paid for Iranian crude will be equivalent to that received by other Persian Gulf producers seems likely to insure Iran a 1352 oil income of about $3.5 billion.

Agreement in principle, meanwhile, has been reached on plans for a 500,000 bpd refinery at Kharg Island which will supply petroleum products to the West German market, a further step in the realization of NIOC's desire for greater downstream participation in the processing and distribution of petroleum products. Evaluation and test drilling of major natural gas sites have continued, and it is believed that one or more significant LNG projects will be consummated in the coming year. Major recipients of this gas will be Japan and the United States.

Industrial output again rose impressively. Large gains were recorded in consumer durable, petrochemical, textile, and automobile production, and manufacturers of construction materials were hard pressed to meet demand. Industrial wages and salaries climbed sharply and gross fixed capital investment, particularly outlays for automobile, textile, and building material facilities, was substantially higher than investment expenditures in the previous Iranian year.

Significant new industrial ventures include a $200 million synthetic fiber plant, a major Japanese-Iranian petrochemical complex at Bandar Shapur, and two 1.2 million-ton direct reduction iron ore smelters in Southern Iran.

Burgeoning demand for building materials and a rise in the output of basic metals during 1351 led to another expansion of domestic mineral production. Mineral exports during the same period declined by about 15 percent. An American firm has been selected as general contractor for the Sar Cheshmeh copper project, and foreign experts have been very active in evaluating other potentially significant copper deposits in the Kerman area.

Despite government efforts to reduce the availability of private sector construction credits and a cutback in permits for new housing, Iran's construction industry remains in the midst of a record boom.

The service sector, which now accounts for some 40 percent of Iran's GNP, is expected to expand in the current year by some 11 percent.

The outlook for Iranian agriculture in 1352 appears to be promising, thanks to adequate rainfall in most areas. Total farm output could be as much as 6 percent above normal levels of production.

Foreign exchange income climbed to a record $3.3 billion in 1351, a figure some $600 million greater than was registered in the previous Iranian year. Foreign exchange earnings may reach $4.3 billion in 1352, and another balance of payments surplus is anticipated.

Rapid expansion

The money supply and both public and private sector credit have expanded very rapidly and steps have been taken to curtail rising prices and cut back on private sector credit.

Borrowings for both defense and development have grown significantly, but debt servicing problems remain manageable.

Sharply increased oil revenues and ready access to foreign credits underwrite a rapidly rising level of trade and investment. Iran's imports of goods and services during 1352 are expected to total about $4.6 billion.

Foreign firms and financial institutions are acutely aware of the potential of the Iranian market and are making a concerted effort to consolidate and enlarge their trade position. American business has also been actively participating in this process, and efforts to establish new dealerships and enlarge and reinforce existing trade relationships continue to meet with substantial success.

To capitalize on the outstanding

marketing opportunities available to American firms in Iran, a new U.S. Trade Center (see *Commerce Today*, Sept. 3, page 21) will open in November with an exhibition of hospital and medical equipment. Planned Iranian investments of $435 million during the next five years are prompting a healthy response from U.S. industry to a Commerce invitation to participate in MEDEX-73 at the Trade Center from Nov. 5-9. Forty American manufacturers will show the latest in operating-room equipment, general hospital equipment and cardiological and respiratory equipment. The exhibition coincides with a World Congress of the International Red Cross, which will enhance the draw of potential buyers to the exhibition from outside Iran.

The next exhibition at the Trade Center, featuring office machines and business equipment, is scheduled for March 4-8, 1974. Since Iran is investing such a large share of its $3.5 billion oil income in industrial plants and new businesses, the need for modern office equipment is critical.

American firms selling to Iran continue to face keen competition from both Western European and Japanese business. They must also contend with a growing level of imports from Eastern Europe and the increasingly sophisticated production of Iranian industry.

Foreign companies have generally offered attractive financial and servicing facilities, and U.S. businessmen must also give careful consideration to this aspect of their sales effort. The Export-Import Bank has strongly supported American commercial endeavors in Iran, and is in a position to provide essential pre-commitments on financing, assist in covering the cost of engineering and feasibility studies, and make credit available through local banks to small and medium-sized buyers of U.S. equipment and related services (the Cooperative Financing Facility).

TEHRAN TRADE CENTER NEARS COMPLETION—*The new U.S. Trade Center building, left, towers over Elizabeth Blvd. The first show is scheduled for November.*

An intimate knowledge of local market conditions is an essential ingredient of commercial success in Iran, and the significance of an aggressive and competent local representative cannot be overstated.

Experienced shoppers

Iranians are experienced comparative shoppers and such considerations as advanced technology, product reputation and quality, and well-established post-sale support facilities have permitted many U.S. companies to establish a firm foothold in the Iranian market.

The February devaluation of the dollar and the recent float of Common Market currencies have materially enhanced the sales position of U.S. products, and local businessmen have been eagerly seeking to switch to American sources of supply. U.S. goods which have not been extensively sold in Iran for some years are again competitive. A 1.6 percent revaluation of the rial in mid-June also is likely to contribute to an expansion of U.S. exports to this area.

U.S. sales to Iran rose substantially in 1972 as American suppliers again provided over 21 percent of Iran's import requirements. Heavy demand for American machinery, sharply increased public sector imports, and large outlays for agricultural commodities are expected to swell total U.S. exports to Iran to more than $900 million in 1973, permitting the U.S. market share to grow to about 23 percent.

As in the recent past, American suppliers of heavy construction equipment, motor vehicles and aircraft, agricultural implements, office machines, communications, power generation, and electronic equipment and facilities, medical, hospital and laboratory supplies, electrical, textile, and metal working machinery, iron and steel, and automotive parts, servicing equipment, and fittings appear to have the best prospects for sales to the Iranian market. Expanded activity in petroleum, metals, and agriculture would also seem to offer new opportunities for U.S. business.

Of special note has been the swift growth of public sector im-

ports, which are expected to be more than $2 billion in the current Iranian year. Current government appropriations for industry and infrastructure in 1352 are projected at almost $1.3 billion, and new stress has been placed on agriculture, housing, and rural and urban development programs.

A new international airport for Tehran, a five-year, $800 million expansion of electric power generating and transmission facilities, and a major, multi-million dollar cement plant are only a few of the numerous and significant trade opportunities which will be offered to qualified foreign firms.

The extent and growth potential of the Iranian market clearly appears to warrant the necessary cost and attention required to do business there.

Fifth Development Plan

Iran's Fifth Development Plan envisages fixed investments of some $36 billion, and this target is being revised upward to take into account anticipated increases in oil revenue. Private sector sources are expected to provide over one-third of the capital required for this massive development effort, and the participation of foreign enterprise in industrial, agricultural and natural gas projects has been especially welcome.

The Government is successfully seeking to broaden Iran's industrial base, and moves to modernize Iranian agriculture also have high priority. New agro-business ventures are to receive long tax holidays, import duty exemption for machinery and equipment, and long-term government credits at favorable terms. Qualified industrial ventures will also benefit from these same incentives.

Numerous U.S. investors are contemplating major projects in this area, and American expertise and enterprise is expected to play an important role in the achievement of Iran's ambitious Fifth Plan development objectives.

Foreign Demand Propels Swedish Economic Upturn

The Swedish economy is undergoing an expansion this year which is being propelled primarily by foreign demand. Recovery last year from the severe 1971 recession was rather slow, with real GNP growth in 1972 at a rate of only 2.2 percent, points out the U.S. Embassy in Stockholm.

Official predictions of real GNP growth for the current year have been set at 5.0 percent, with most of the impetus coming from record-breaking export demand. However, even if the predicted 5 percent growth rate is attained, Sweden will still lag behind the seven major industrial countries of the world which are expected by the secretariat of the Organization for Economic Cooperation and Development (OECD) to reach an average real GNP growth rate in 1973 of some 7.5 percent.

A major element of uncertainty has been the outcome of the national election scheduled for Sept. 16. Most observers doubt, however, that a change of government, after 40 years of socialist rule, would bring much change in economic policies. In any event, the strong upswing in the economy as well as continuing high unemployment have undoubtedly been factors in the elections.

During the first six months of 1973, Swedish exports (in current prices) totaled 29 percent more than in the first six months of 1972. Export demand has been particularly strong for raw materials, such as wood, paper, pulp and metals. At the same time, an investment boom in Sweden's principal markets for investment goods has led to rising export orders for Sweden's "engineering" industry (machinery, metal fabrication and transport equipment), particularly for machinery and instrumentation.

In its *Economic Outlook* published in July, the OECD predicts that the United Kingdom, West Germany and Norway, Sweden's three largest export markets, will increase their imports this year, in volume terms, by 10.5, 14.5 and 22 percent, respectively. These figures, especially in the light of worldwide inflationary trends, help to explain Sweden's remarkable export performance so far this year, although no one expects such a high rate of export growth to be maintained very long.

Swedish imports during the first half of 1973 rose 15 percent (in current prices) over the same period of the previous year. Unlike last year, however, consumer goods accounted for only a small part of this rise, with most of it being attributable to raw materials, semi-manufactures and investment goods.

Trend should be favorable

This trend, which should be favorable for U.S. exports to Sweden, is in accord with earlier predictions. The dollar devaluation should also help U.S. sales.

The latest official prediction for industrial production growth during the full year 1973 was 8.5 percent, which seemed rather high when it was published at the beginning of May. Since then, however, production figures for the first five months of the year have become available and, in fact, industrial production was rising at an annual rate of 8.3 percent during that period, so that the full-year prediction now appears quite reasonable. The strongest sectors are forest products, iron and steel and shipbuilding. Since public and other services are rising at a slower rate (between 3.5 and 4 percent), total production in 1973 may increase only 4.5 or 5 percent.

Unemployment has not decreased

in parallel with recovery from the 1971 recession. Official unemployment figures show unemployment at 2.8 percent of the labor force during the first five months of 1973, compared with 2.7 percent for all of 1972, although recently there has been some improvement in the employment picture.

Revised estimates of gross domestic investment (excluding the merchant fleet), in constant prices, show an expected overall increase of 2 percent in 1973, following a rise of 4.5 percent in 1972. Major depressants in the forecast for the current year are a 6.5 percent drop in residential construction, and a 2 percent decline in local government investment. The most expansive element is investment in mining and manufacturing, expected to rise by 11 percent.

Machinery purchases continue to be stimulated by the 30 percent special tax deduction on investment in machinery and equipment ordered before July 1. Furthermore, as pulp and paper and other major industries bump up against capacity ceilings, they will have to make additional investments in new plant and equipment.

Thus, there will undoubtedly be a strong advance in both plant and equipment expenditures for industry, although the Finance Ministry is probably overoptimistic in predicting an 11 percent rise. Nevertheless, rising investment offers important opportunities for U.S. exporters.

Forecasts of industrial investment in 1974, while still very preliminary, indicate that the rate of increase will decline somewhat from the high levels expected for 1973.

It is in the area of consumer prices, however, that Finance Ministry predictions seem most likely to be proved wrong, as might be expected in an election year. The official forecast of a 6 percent rise in consumer prices has already been surpassed in the sense that consumer prices in June were 7.1 percent above June 1972 levels. The spectacular rise in world commodity prices during the first half of 1973 gives every reason to expect further significant increase in Swedish consumer prices in the second half of the year, particularly since such a large proportion of Swedish consumer goods is imported.

This anticipated price rise will undoubtedly put upward pressure on the national wage negotiations scheduled to begin in November. This month's election has tended to delay fiscal and monetary restrictions which might otherwise have been introduced. Such measures, if adopted, would presumably have relieved some of the price pressures, although much of this pressure is imported from abroad.

Tough to predict

Private consumption, one of the most important elements of GNP, is also one of the most difficult to predict. The official forecast calls for a doubling of the rate of increase of private consumption between 1972 and 1973 (from 2.3 percent to 4.5 percent). This prediction, which is based on little more than a mechanical calculation of probable real disposable income, seems optimistic. There are many signs, including the latest statistics on retail sales, which indicate that private consumption is growing slowly.

The net effect of public consumption and investment in the national and municipal government sectors during 1972 was expansionary (i.e., local government budget surpluses were more than upset by national government deficits). This trend is expected to continue through 1973. Monetary policy, which was easy throughout 1972, has remained so thus far in 1973.

Revised forecasts of Swedish imports of investment goods (by volume) for all of 1973 indicate that such imports are expected to increase by 15.5 percent over the previous year, while raw materials for industrial production are expected to rise by 14.5 percent. With prices of these products rising between 8 and 10 percent, it is obvious that this market is growing rapidly and American suppliers should take notice.

Those industries expected to make the largest increases in their investments in machinery and

SHOWING THE SWEDES — *Edmund J. Aleks (second from right), president of Video Logic, points out advantages of his company's equipment at recent Industrial Process Controls show at the U.S. Trade Center for Scandinavia, in Stockholm.*

equipment in 1973 are: the chemical industry (including petroleum, plastics and rubber); the engineering industry (including machinery, metal fabrication and transport equipment); iron and steel; and the wood industry.

Swedish imports of consumer goods in 1973 should increase by about 10 percent (in volume terms) over 1972 levels, thus offering promising opportunities to U.S. suppliers in this area as well. With the continuing entry of married women into the Swedish labor market, laborsaving U.S. household products of all kinds should be salable.

Sufficient time has not yet elapsed since entry into force on April 1 of the "rules of origin" under the Sweden-EEC free trade agreement for a definitive judgment on the effect of the rules on U.S. exports to Sweden. It appears probable, however, that a number of Swedish manufacturers have shifted, or will shift, their sources of component supply from the United States to the EEC area to avoid possible difficulties in exporting their final products to the EEC countries. On the other hand, at least some Swedish manufacturers will remain loyal to their U.S. suppliers, despite the tariff discrimination, if the latter can maintain their records of product quality, price competitiveness and reliability of delivery.

Trade Center for Scandinavia

Centrally located in downtown Stockholm, the U.S. Trade Center for Scandinavia is an outstanding facility for finding suitable agents, introducing or promoting U.S. products and carrying out other export promotion activities. Most Trade Center shows present about 30 exhibitors and all shows are backed by extensive market research and aggressive and far-reaching promotional campaigns. Exhibitors can be assured of meeting key decision-makers representing both agents and end-users. Both new-to-market and established firms will find Trade Center exhibitions and the many other available services of great assistance in selling to the four Nordic countries.

Scheduled exhibitions

The following exhibitions are currently scheduled: Printing and Bookbinding Equipment, Sept. 24-28; Building and Construction Material Presentation, Oct. 9-11; Plant Maintenance, Safety, and Security, Oct. 22-26; Datamation Grand Tour (EDP), Nov. 5-10; Microwave Technology Presentation, Nov. 13-15; Modern Merchandising, Jan. 14-18, 1974; Instrumentation for Physical and Chemical Measurement, March 11-15, 1974; Biomedical Equipment, April 22-26, 1974; Pulp and Paper Equipment, May 14-18, 1974.

Information about these shows may be obtained from the Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

Norway's Economy Points Upward; Imports Likely To Continue Rising

A general economic expansion now appears to be under way in Norway. This economic upturn, combined with the currency realignments, is creating new sales opportunities for American exporters, reports the U.S. Embassy in Oslo.

Indications of impending economic upswing emerging toward the end of 1972 have now grown into a consistent pattern, although the rate of growth is still lagging compared with the economies of most other European countries. Norway has thus once again ridden the crest of its own private wave through the international business cycles.

Recessions like those experienced by the majority of its trading partners have been unknown in Norway for more than a decade. The reasons for this unique situation—unusual for a country as dependent as Norway on foreign trade—are still imperfectly understood. The answer probably lies in a conjuncture of circumstances including the maintenance of high levels of exports, particularly of more refined products, during slack business periods abroad, and expansionary fiscal policies shoring up domestic demand.

Prices and wages have risen at unprecedented rates during the last few years. Compared with price developments among its trading partners Norway does not, however, so far appear to have had its competitive position materially impaired.

In addition to continuing strong demand for Norway's export products the expectation of an economic upswing is largely based on four leading indicators: orders, investment plans, inventories, and the stock market. Industry's order books are swelling, business is raising its sight for capital spending, inventories have been brought down from their high levels of last year, and the stock market is more bullish than ever before.

So far this year

So far this year production in industry has increased at a lower rate than during the second half of 1972, when the rise was particularly strong. All leading indicators, however, now point toward a steeper upward trend in manufacturing output.

Last year was an exceptional one as far as imports were concerned in that aggregate imports of commodities rose by only 1.5

percent in value. In the preceding five-year period the average annual increase had been 13 percent. The leveling off of imports in 1972 reflected reduced domestic demand and a running down of inventories of imported goods. The uncertainty of Norway's future economic relationship with the EEC may also have been a contributory cause for importers' reticence in 1972.

Imports are now clearly on an upward trend: Data for the first four months show a 14 percent increase over the corresponding period in 1972. Higher import values were recorded (January-March) for practically all commodities.

Judging by the rising level of economic activity and the relatively low stocks of imported goods, imports are likely to continue their upward trend at least well into 1974.

There can be little doubt that the devaluation of the dollar will have a beneficial effect on U.S. exports to Norway, as Norwegian importers switch from high kroner-cost to low kroner-cost suppliers. Evidence of this has already been seen in such diverse fields as steel, electronics components, maritime equipment, and general industrial machinery.

Although the benefits of devaluation are not always passed to the ultimate consumer, it is clear that even when they are retained by middlemen the increased margins thus obtained provide those middlemen with a greater incentive to sell American products.

While Norwegian demand for U.S. goods will probably be reflected in most product categories, there are four market areas that merit particular attention on the part of U.S. industry which will be described briefly here.

Offshore Oil: Current estimates of capital expenditures on goods and services for the offshore oil industry indicate a spending level of some $320 million in 1973. That figure should increase dramatically over the next few years. Development of the Phillips Group's Ekofisk field, including an oil pipeline to the United Kingdom and gas pipeline to West Germany, as well as full production facilities at the field, is expected to cost more than $1 billion, for example.

WELL-KNOWN NORWEGIAN PRODUCT — *Simrad sonar systems, like the one shown above installed aboard a Norwegian fishing boat, are known throughout the world. Production of specialized electronic equipment is expected to expand.*

Curiously, since equipment imported for the offshore oil industry is not brought through customs, it is not reflected in official Norwegian import statistics; the industry's parameters, therefore, are strictly a matter of estimate, and the assignment of market shares even more so.

Norwegian regulations

Norwegian regulations call upon the operating companies to procure goods and services from Norwegian suppliers, provided the latter are competitive in terms of price, quality, and delivery time. Substantial efforts have been made on the Norwegian side to apprise the operating companies of what local industry has to offer. While that is impressive in many respects, there is still ample room for imported equipment, particularly highly specialized and sophisticated equipment.

Because of the long experience of U.S. industry in the oilfield business, there is every reason to believe that Norway will represent a growing market for American suppliers for a long time to come.

Maritime equipment: With the world's fourth largest merchant navy and a substantial and thriving shipbuilding industry, Norway obviously represents a prime market for maritime equipment. This market is actually a difficult one to define, as the range of products it comprises is enormous, running, for example, from towels and linens to highly complex electronic navigation equipment.

U.S. manufacturers can expand their sales to this vital sector of the Norwegian economy, as shown by the results obtained by 26 firms that participated in the U.S. Department of Commerce exhibition at Norshipping, the biennial Norwegian maritime fair, in May: Sales during the six days of the show amounted to $787,000 and projections for the next 12-month period to $8.7 million.

Pollution Control: Norway has traditionally been known as an outdoorsman's paradise, with brilliant fjords, clear mountain lakes and streams, and sparkling fresh air.

But even paradise has its own problems. Many of Norway's basic industries are heavy polluters, and public concern about the quality of air and water is growing steadily, even if conditions are far better than in other areas of the world.

A recent estimate puts investment requirements for Norwegian industry for correction of existing pollution at over $350 million, including $120 million for the pulp and paper industry, $70 million for the metal refining industry, and $35 million each for the aluminum and chemical industries. The sales potential for electronic filters and cleaners, monitoring systems, and analytical equipment appears to be especially promising.

Electronics: While Norway may not be associated instantaneously with electronics, as many other countries are, such names as Tandberg (tape recorders) and Simrad (sonar fish finders) are well-known throughout the world, and the production of specialized electronic equipment definitely appears to be a new growth industry in Norway. Clearly, Norwegian firms will not attempt to compete head-on with established international giants. Rather, their strategy will probably be one of selecting and exploiting gaps in the market, particularly in areas where traditional Norwegian know-how can play a role—fishing and shipping are two examples.

There are an estimated 20 or so firms in Norway engaged in electronics production at this time. While output is relatively low, the rate of increase is expected to accelerate over the next few years. The electronics industry, then, could become more and more interesting for American suppliers of production and testing equipment, as well as of components. While sales can be, and are, made directly to end-users, permanent sales representation in the market should be considered; there already exists a core group of highly qualified, aggressive sales representatives.

New Import Setup Gives Suppliers Better Entree Into Tanzanian Market

Tanzania can look back on a period of unusual prosperity. The U.S. Embassy in Dar es Salaam foresees another better-than-average performance ahead for the country and reports that a new import structure offers American exporters better prospects for entry into the market than they have enjoyed in the recent past.

This past year the Tanzanian Government moved to decentralize government operations. A step which will undoubtedly have major impact on the shape of the economy is an effort to decentralize economic planning by granting to the senior executives of each of the 18 regions in the country authority that closely approximates that of the ministers in the central government.

Other major program

The other major decentralization program implemented in the first half of 1973 is dismemberment of the government-owned state trading organization into 24 components. Popularly known as the STC, it was the nation's primary importing and wholesaling agency, but became too unwieldy to direct and manage efficiently.

Under the reorganization, importing will be done by six product-oriented companies which will handle or approve approximately three-quarters of the country's imports. On the distribution side, each of 18 regions will also have its own company which will wholesale most of the goods sold in its territory to private retailers. The hope is that this reorganization will better serve consumers.

The new structure, which handles the bulk of Tanzania's import trade, offers unique possibilities for U.S. companies not already positioned in the market. New trading relationships are being forged and, although there is a PL-480-type agreement with the People's Republic of China which encourages Tanzania to import Chinese consumer goods, these new government-owned companies seem ready to make import decisions on the basis of price and delivery dates.

Agriculture, which accounts for nearly three-fifths of Tanzania's total national output and provides employment for seven-eighths of the nation's work force, had a good year. World prices for two of Tanzania's leading exports, sisal and coffee, were unusually strong. Also, the Zanzibar clove harvest was good. Consequently, the value of exports during the two quarters that bracketed the turn of the year have been better than any on record—exceeding a typical quarter by as much as 50 percent.

Unfortunately, agricultural production did not increase so that Tanzania was unable to take full advantage of favorable world market conditions. Increasing agricultural output continues to be a long-standing problem.

On the import side, tighter and well-administered foreign exchange and import controls meshed in the fourth quarter of 1972 to register a razor-thin trade account surplus that widened sharply during the first third of 1973. Moreover, a good slice of Tanzania's imports are chargeable against ample bilateral and World Bank loans as well as grants which are used to finance major projects in the transportation and agricultural sectors.

Here the major difficulty, perhaps, is to push ahead with implementation of projects at the pace that foreign assistance has been made available. This difficulty and a development imbalance favoring the transportation sector explains, in part, why the nation's 4.5 percent GNP growth rate is only mar-

ginally ahead of its estimated 2.7 percent population growth rate.

On balance then, Tanzania had an outstanding year in respect to foreign exchange earnings. By mid-year 1973, Tanzania's reserves climbed to a record high of $255 million (a figure that takes into account a 1.4 percent revaluation of the shilling on July 2)—a spectacular improvement over 14 months before when foreign reserves slipped to nearly $110 million.

Presumably this healthy situation should be maintained or improve slightly in coming months if world commodity prices climb as projected, and the sensibly-administered import controls are held in place.

Transportation has peaked

Investment in the transportation sector appears to have peaked. Future activity will probably be concentrated in construction of feeder roads and, perhaps, enlarging the airports' serving regions. Having devoted a disproportionate amount of resources to transportation (which includes projects that have had, as yet, only a secondary impact on Tanzania's economic development), areas of concentration will likely be in agriculture; in a program of electrification, especially in rural areas; and in specific areas of the industrial sector, e.g., building materials and processing of agricultural products.

The direction Tanzania's economic development will take, however, will come into better focus in 1975 when the next five-year plan has been put together.

By its budget and price controls, the Tanzanian Government continues to underscore the point that the public sector is the growth sector of the economy. A complex pricing sysem, introduced this spring, provides a new instrument for economic control. Geared to regulate retail profits, it establishes what many retailers believe to be unduly tight profit margins on fast-moving consumer goods.

The new budget this year produced few surprises but did include a popular measure for streamlining tax collection. Missing were hoped-for financial incentives which would encourage greater farm output. On the expenditure side, recurrent spending increased by close to a fifth. Capital spending is projected to climb even faster—nearly a quarter of a billion dollars projected for the next year. The Government looks to foreign sources for 62 percent of its capital spending allocation. Defense spending, one of the major items in the budget, is projected to increase by a third—when comparing this year's figures with those of last year.

Industrial companies producing mass-distributed consumer goods such as beer, textiles and cigarettes, continue to grow impressively and demand, in many cases, outstrips plant capacities. Elsewhere in the industrial sector, the picture is much more spotty. Many problems relate to normal growth pains of a developing country—too little value added to the finished product, small national demand, and heavy expenses of maintaining a long pipeline (typically six to seven months) to receive the raw materials and semi-fabricated goods that companies turn into their finished products.

Imports likely to rise

For the short-term, the improved foreign exchange holdings seem likely to lead to an increase in imports, although the mechanisms that worked so well to build up foreign exchange are presently braking against any rundown of foreign exchange reserves in the pattern of two years ago. This painful lesson of financial responsibility appears to have been well learned, although the cause of the problem—too few prudently managed government ventures — still remains to be corrected. The government continues to recruit experienced managers and consultants abroad in hope that they will improve the performance of state corporations.

The greatest restraints that American exporters will experience are long-conditioned preferences for European products and an abundance of economic aid, granted under concessionary terms, which requires imports of capital goods from the donor countries.

On the other hand, significant IBRD loans, primarily in support of agricultural and educational projects, do offer opportunities worth pursuing. Other areas where sales may be possible include civil aviation, management services, business machine systems and specialized machinery for agricultural processing.

Also worth looking into

Also worth looking into are trade opportunities now sprouting on Zanzibar. With $110 million plus of independently controlled reserves, Zanzibar is a potentially lucrative market. Import policies have changed there recently, and fresh plans to develop the economy and improve infrastructure are appearing, from expansion of Africa's first color TV station to major airport improvements.

Given the nation's commitment to state ownership, Tanzania would at first glance appear to offer minimal opportunities for American investors. Yet Tanzanians recognize the advantages of a mixed economy.

If a proposed project matches national targets and perhaps holds the potential of helping to correct a trade imbalance with its partners in the East African Community, acceptable partnerships can be negotiated. This total East African market, made up of Tanzania and its two northern neighbors, Kenya and Uganda, is of a scale that U.S. companies should not overlook.

Furthermore, with Tanzania astride what may become a significant trade route to that portion of Central Africa combining Zambia, Zaire, Burundi and Rwanda, there is a possibility of additional, important trading and marketing arrangements.

Nigeria's Import Needs Will Expand With Overall Economic Development

Most economic indicators for Nigeria are favorable and improving.

Income from oil imports continues to provide the impetus for this continuing boom. Oil revenues now account for 75 percent of total government revenue and oil accounts for 82 percent of total exports.

Both the federal budget and the overall balance of payments are in surplus. The foreign exchange position continues to improve and has permitted further liberalization of the import payment system. Nigeria's new federal budget envisages a large increase in capital expenditures during the current financial year.

Although the rate of increase in national income failed to match the 12 percent achieved in 1971, it still showed a substantial rise of about 9 percent in 1972. Manufacturing output is accelerating and the government is moving to break the stagnation that has afflicted agriculture in recent years.

Both manufacturing and agriculture should benefit from the recent devaluation of the naira (against SDR's and most key currencies) and new government agricultural policies should provide incentives for higher output. Higher output of domestic foodstuffs, coupled with anti-inflationary policies, resulted in a decline in retail prices (for lower income groups) in 1972.

PORT HARCOURT—*Much of Nigeria's import and export trade is handled here. This view shows the wharf goods area.*

The indigenization program, requiring whole or partial Nigerian ownership of a selected group of business activities, is moving ahead. Many foreign-owned firms are taking in new Nigerian partners and seem well on the way to meeting the 1974 deadline. The Government recently announced creation of a new bank to help finance greater Nigerian ownership in the economy.

While Nigeria's overall imports fell slightly in 1972, the U.S. share of Nigeria's import market fell from 14 percent in 1971 to 11 percent in 1972. Small increases in U.S. exports of fuels, crude materials, animal and vegetable oils, and chemicals were outweighed by sizable drops in exports of manufactured goods (45 percent), machinery and transport (36 percent), and food and live animals (30 percent).

These declines are partly accounted for by absolute declines in Nigeria's world-wide imports of these categories of goods, which comprise a large portion of U.S. exports to Nigeria — particularly machinery and manufactured goods. However, the recent devaluation of the dollar against the currencies of other major suppliers of the Nigerian market should help our market share.

Nigeria's import requirements will expand along with overall economic development, particularly in the field of capital goods required to sustain the growing momentum of National Development Plans, and also for foodstuffs and other consumer goods as modernization and urbanization proceed.

Recent acceleration of Nigeria's import payments system, whereby foreign exchange is released for most imports 90 days from shipment, will increase the attractiveness of this market. The devaluation of the dollar relative to the currencies of most other suppliers should boost the U.S. position.

Local industrial expansion and implementation of National Development Plan projects will open the following particular opportunities for U.S. suppliers:

► Oil field equipment and specialized oil industry services.

► Natural gas liquefaction, storage and transportation facilities.

► Generators and transmission equipment for a $126 million expansion of the National Electric Power Authority.

► National highway construction plans will require the services of contractors as well as heavy road-building machinery.

► Opportunities as subcontractors in Nigeria's $75 million airport expansion projects.

► Large petrochemical and fertilizer plants.

► Electronic equipment including satellite communications facilities, broadcasting equipment, microwave stations, and air navigation equipment.

Opportunities will continue for U.S. exports of wheat and rice, data processing equipment, quality fabrics, refrigeration and air conditioning equipment, and medical and hospital equipment.

Nigeria's large internal market, improving finances, and continuing political stability are attracting the interest of foreign capital, which the Government still welcomes in most sectors of the economy. Joint ventures with government or Nigerian private capital are preferred. Particular opportunities are opening up in LNG production, shrimp fishing, petrochemicals, food processing, and oil industry services.

World Trade Actions

Iraq Normalizing U.S. Trade Ties; Caribbean Islands Combine Tariffs

Iraq: Two recent actions signal a virtual resumption of normal trading relations between the United States and Iraq. First, the Iraqi Government recently modified its general prohibition on imports from the U.S. with eleven broad exceptions. Soon afterward, the state-owned Iraqi trading company with exclusive authority to import consumer appliances and certain other equipment began to solicit quotations on a wide range of durable goods.

The following categories of products now may be imported from the U.S.: A) Orders from oil companies; B) Orders of national petroleum and mineral companies and establishments; C) Medicines, pharmaceuticals, and medical instruments; D) Plant seeds and agricultural chemicals; E) Spare parts for machinery, equipment, instruments, and vehicles; F) Raw and semi-raw materials for industrial purposes and assembly; G) Adding machines and typewriters, including electronic computers; H) Optical equipment; I) Technical and precision instruments; J) Commodities required by import plan; and K) Articles not mentioned above which are competitive with similar articles produced in other countries based on the recommendation of the minister or his deputy as to the needs of his ministry, official and semi-official departments.

The scope of this liberalization is partially illustrated by the following list of products for which the Government-owned African-Iraqi Trading Company is soliciting U.S. quotations: refrigerators, freezers, bottle and water coolers, ice cream making machines and ice cream cabinets, air conditioners, fans and exhaust fans, washing machines, vacuum cleaners and floor polishers, gas and kerosene and electric cookers, gas and electric water heaters, gas and electric room heaters, electric domestic appliances (food mixers, meat grinders, and juicers), cold beverage dispensers, sewing machines, hair driers, electric irons, electric shavers, pressure and kerosene lanterns and their wicks (Power is supplied at 220v, 60 hz in Iraq).

As the only state trading company having import licenses for these products, African-Iraqi proposes to import them in large lots on an exclusive agency basis for distribution to retailers. Best quotations and deliveries are requested C&F Baghdad either via Istanbul by rail or via Basra by ship and should include strong export packing. Illustrated catalogs and specifications in English should accompany quotations. Material should be sent to Mohammed Saeed Al-Aswad, Director General, African-Iraqi Trading Co., Post Office Box 17, Baghdad. Cable address is ETHIPE, Baghdad.

Caribbean: Antigua, Dominica, Grenada, Montserrat, St. Kitts-Nevis, St. Lucia and St. Vincent recently issued a combined tariff which applies to imports into all of these islands. The major change in the new schedule is the conversion from the SITC classification system to the BTN system and the imposition of duties somewhere between the maximum and minimum rates used in their former individual tariffs.

The new tariff contains both Special Duties and Common Duties. The Common Duties are the rates which generally apply to the United States. A lower Preferential Duty rate applies to goods of Commonwealth origin. Most duty rates are below 45 percent, although a few luxury items are dutiable at rates as high as 70 percent. A few specific items are dutiable on a weight or volume basis rather than as a percentage of c.i.f. value.

Information on duty rates for specific commodities may be obtained from the U.S. Department of Commerce, Office of International Marketing, Latin America Division, Washington, D.C. 20230.

Singapore: Singapore has become a contracting party to the General Agreement on Tariffs and Trade.

Singapore became independent in August 1965 and has since applied the GATT rules in its trade on a de facto basis. Thus it is now able, through a simple declaration to this effect, to become a contracting party under Article XXVI of the General Agreement.

The accession of Singapore brings the total of GATT members to 83. In addition, two countries have acceded provisionally to GATT, and 14 in practice apply the rules of GATT in their commercial policy.

Dominican Republic: The Industrial Free Zone of San Pedro de Macoris located on the southeast coast of the Dominican Republic is in its final stage of construction and some foreign firms have already started building factories. An expansion of this zone is already under study, since a large number of companies have expressed interest in establishing there. Construction has also begun on the new Free Zone of Santiago, in the El Ciabo Region.

Both of these Free Zones are the result of official endeavors to industrialize the regions and to deal with unemployment. Industries located in these zones will export approximately 80 percent of their products, with the remaining 20 percent destined for local markets. It is estimated that these two industrial zones will provide employment for some 1,000 persons.

International Business Reports

United States-Italy Trade Directory. Tenth edition, 1973-74. Published by the Italy-America Chamber of Commerce. 300pp. $15.

This "who's who" in U.S.-Italy trade lists more than 2,000 U.S. firms which have importing and exporting interests with Italy, as well as Italian manufacturers represented in the United States, brand names of imported products, Italian representatives, and subsidiaries of U.S. organizations in Italy. Also features reference information on foreign investment legislation, taxation, tariffs and export rules, requirements for business operations, trade associations in Italy, weights and measures, and conversion tables, and contains a classified listing of the Chamber's membership.

Write: Italy-America Chamber of Commerce, Inc., 350 Fifth Ave., New York, N.Y. 10001.

Practical Handbook of Industrial Traffic Management. By Richard C. Colton and Edmund S. Ward, revised by Charles H. Wager. 1973. 640pp. $21.50.

Now in its fifth edition, this handbook has been updated with sections to reflect new conditions in international shipments, transportation of hazardous materials, freight payments, government functions, and the use of data processing in transportation. A popular reference for more than 25 years, it explains traffic department procedures from managing and buying transportation to warehousing, materials handling, packaging, private carriage, and import-export, and reproduces forms, tables and contracts.

Write: The Traffic Service Corp., 815 Washington Bldg., Washington, D.C. 20005.

Beyond Conflict or Compromise. Published by the United Nations Development Program. 39pp. $2.

To avoid a potentially disastrous confrontation between needs to safeguard the environment and equally pressing needs of economic growth, a third way must be opened up, according to the UNDP. The search for that third way is the subject of this booklet—the story of development progress, environmental protection, and the work of the UNDP. Illustrated with many photographs, it describes crucial economic and social difficulties faced by the developing countries and some major projects designed to help meet those difficulties.

Write: UNDP, United Nations, New York, N.Y. 10017.

Licenses in USSR Foreign Trade. Published by Bureau of East-West Trade, U.S. Dept. of Commerce. 149pp. $5.

A guide to the purchase and sale of licenses in the USSR. Tells how to establish contacts, negotiate and conclude agreements with Soviet state enterprises. Gives specific details on types and conditions of licensing agreements negotiated by such enterprises, including fees and payments, patent problems and assignment of rights.

Write: National Technical Information Service, 5285 Port Royal Road, Springfield, Va. 22151. Order COM-73 10738.

Calendar For World Traders

Sept. 17-18 — Atlanta — Fifth annual Hong Kong Trade Mission to U.S., American Motor Hotel, 160 Spring St., N.W. Contact Commerce District Office.

Sept. 20—New York—FCIB Drug, Chemical and Food Export Club luncheon meeting, Advertising Club, 12:15 p.m.

Sept. 24-25 — Madrid, Spain — FCIB/Europe international roundtable conference on finance, credit and collection problems, Eurobuilding Hotel.

Sept. 25-27 — New York — Conference on East-West trade, New York Hilton. Sponsor: Commerce District Office.

Sept. 26 — New York — Luncheon discussion on the future of international air shipping. Kennedy Airport. Sponsors: International Executives Assn., Pan American World Airways.

Sept. 27 — Little Rock — Seminar on International Trade in the 70s, U. of Arkansas. Sponsors: Arkansas Exporters Roundtable, State Chamber of Commerce, REEC, Memphis District Office.

Oct. 3 — Chicago — International Trade Club seminar on techniques of exporting, LaSalle Bank Bldg., 9 a.m.-5 p.m.

Oct. 3—Little Rock—International Trade Day at the Arkansas State Fair. Host: Gov. Dale Bumpers.

Oct. 3-5 — Savannah — Eighth annual Georgia Foreign Trade Conference, DeSoto Hilton Hotel. Sponsors: Georgia Ports Authority, Propeller Club, REEC, Commerce District Office.

Oct. 10 — Chicago — International Trade Club seminar on techniques of exporting, LaSalle Bank Bldg., 9 a.m.-5 p.m.

Oct. 10-12 — Williamsburg, Va. — 25th Annual Virginia World Trade Conference, Williamsburg Lodge & Conference Center.

Oct. 11 — Cleveland—World Trade luncheon, Mid-Day Club. Sponsor: World Trade Assn.

Oct. 11-12 — New York — AMA briefing session on Indonesia, AMA Headquarters.

Oct. 15-19 — Schenectady, N.Y. — Union College. Institute on the Future of American Corporations in the EEC.

Oct. 24-26 — New York — AMA Orientation Seminar on foreign operations under OFDI regulations, AMA Headquarters.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through these columns of Commerce Today.

Licensing, Investment Abroad

INDIA — Development corporation of state Andhra Pradesh seeks joint venture partners for 12 proposed manufacturing projects: **cold rolled grain oriented sheets; sponge iron production based on non-coking coal; xerox or similar machines; typewriters; brake linings and clutch facings; electrolytic capacitors (solid aluminum); verniers, micrometers and dial gauges; fibre glass; vacuum metalising units; H.T. and L.T. insulators; permanent magnets (cast alloy type) and furfural.** Andhra Pradesh Industrial Development Corp., Ltd. (APIDC), B-1-174, Fateh Maidan Rd., Hyderabad 4, India. Further details about APIDC objectives and operations are available from: Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73620. OPIC.

INDIA — Kerala State Development Corp. seeks foreign collaboration for proposed manufacturing facilities for **refractories; conveyor belts; nickel cadmium cells; and electronic items.** Contact Kerala State Industrial Development Corp., Ltd. (KSIDC), Vellayambalam, Post Box No. 105, Trivandrum 1, India. Information about the corporation and the projects is available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73621. OPIC.

0250—YUGOSLAVIA—Poultry products producer interested in a new breeding line; expanding slaughterhouse capacity from 6.5 to 10 tons hourly; acquiring modern cooling and internal transport equipment and expand feed meal production. Established in 1961; employs about 800. Janko Peharda, General Director, Koka, Varazdin 42000, JNAG, Yugoslavia. P-73628. OPIC.

2032, 2033 — NIGERIA — Joint venture sought to engage in **food processing.** Baby foods and tomato paste are of particular interest. Estimated cost of project is $5-$10 million. Established in 1970, firm imports, exports and distributes a variety of products. Has 45 employees. Olu Omole, Managing Director, Sunday Olu Omole & Co., P.M.B. 3102, Surulere, Lagos. WTDR. P-73631.

2034 — RWANDA — U.S. investor sought to establish an **agro-industrial complex for production of vegetables.** The project envisages developing 250 hectares of irrigated land to yield 6,000-7,000 tons of fresh vegetables annually. Portion of fresh vegetables to be shipped by air to Europe. Approximately 500 tons annually of vegetables would be dehydrated and exported to Europe. Ildephonse Munyeshyaka, Embassy of the Republic of Rwanda, 1714 New Hampshire Ave., N.W., Washington, D. C. 20009. P-73593. OPIC.

2085 — LIBERIA — Joint venture partner sought to expand and upgrade **distillery operations.** Company produces gin, rum, vodka, scotch-type whiskies and De Kuyper Schnapps (under license). Established in 1952, firm has 35 employees. Sales in 1972 topped $180,000. Edgar Mitchell, Mitchell and Sons Distillery (Lynch Street), P.O. Box 710, Monrovia, or Economic/Commercial Sec., American Embassy, P.O. Box 98, Monrovia. P-73611.

2095 — RWANDA — American majority participation sought to produce **soluble coffee from arabic coffee by freeze-drying.** Suggested capacity of facility to be 900 tons annually. Project will receive incentives provided in Investment Code, such as exemption of import duties on equipment and exemption or reduction of export duties on coffee produced. Ildephonse Munyeshyaka, Embassy of the Republic of Rwanda, 1714 New Hampshire Ave., N.W., Washington, D. C. 20009. P-73594. OPIC.

2211—YUGOSLAVIA—Knitwear manufacturer seeks American partner to build a cotton spinning mill with one line of 22,000 spindles; capacity about 2,200 tons in three shifts; the average number "NM-52"; production will include 60 percent combed yarn (NM 40-70) and 40 percent carded yarn (NM 34-50); option for "mixed" synthetic spinning. Josip Hosnjak, Sales Manager, Medjimurska Trikotaza Cakovec (MTC), Cakovec 42300, Yugoslavia. P-73629. OPIC.

2221 — YUGOSLAVIA — Joint venture sought to produce **cloth from synthetics (polyamides, polyesters-triacetate and nylon).** Capacity to be 20 million square meters by 1980. Estimated cost of venture $4-5 million. Currently manufactures end-products of silk, including umbrellas. Established in 1929; employs 2,000. Frank Petkovic, General Director, Varazdinska Industrija Svile (VIS), Varazdin 42001, Svilarska 2, Yugoslavia. P-73626. OPIC.

2282—YUGOSLAVIA—Established firm seeks joint venture to expand its textile operations. Especially interested in producing polyester filaments. Established in 1918, firm employs 8,000. Produces wool and synthetic cloth and retails clothing. Exports 50 percent of production to Western Europe. Five-year modernization program will cost more than $30 million. Ivan Kurtalj, General Director, Varteks, Varazdin 42001, Marsala Tita 94, Yugoslavia. P-73627. OPIC.

2441—IRAN—License to manufacture collapsible wooden boxes for packing fruit. Large firm, employs 300. Engaged in construction of road, jetties and dams. Well known in business community. Engineer Taheri, Neyerperse Co., 249 Shahreza Ave., (Alitalia Bldg.), Tehran. WTDR. P-73612. OPIC.

2511—YUGOSLAVIA—Furniture manufacturer wants American partner for production of wood products such as built-ins for kitchens using panel boards. Estimated cost of venture $4-5 million. Established in 1892, firm employs 1300. Josip Cvrtnjak, General Director, Mundus Florijan Bobic, Varazdin 42000, Pavleka Miskine 59, Yugoslavia. P-73630. OPIC.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

2640 — SWITZERLAND — Printing company seeks to diversify through licensing. Wants to produce (1) **printed EDP software programs for accounting, warehouse control, price calculation and related filing and storage systems of cardboard, plastic and paper; (2) attractive, printed disposable table sets, napkins and related items; and (3) novel prefabricated packaging for use in stores, advertising and mailings.** Firm well equipped to handle all types of printing operations, including paper and cardboard cutting, stamping and folding. Sound financial standing. Messrs. Glarner and Von Matt, Kohlhepp AG, Bettenstr. 60, 4122 Neuallaschwil, Switzerland. P-73580.

2645, 3499 — HONG KONG — Joint venture to manufacture **all kinds of packaging materials.** Interests include **cardboard, aerosol cans.** Firm is subsidiary of British holding company. Strong financial resources. D. I. Fairhurst, Managing Director, Metro-Dodwell Motors Ltd., 121 King's Road, Hong Kong. P-73579.

3079—COLOMBIA—Leading manufacturer of plumbing fixtures and fittings desires licensing agreement with a U.S. firm for the production of **plastic water closet hardware and controls** for sale in Colombia and Andean Pact countries. Company has annual sales of approximately $1.5 million and employs 510. Sr. Rodolfo Echavarria, Manager, Grifos y Valvulas Grival S.A., Apartado Aereo 8651, Calle 24 No. 6-71, Bogota. P-73623.

3079, 7534—RWANDA—Government of Rwanda seeks capital, management and technical know-how to establish a facility to produce **household plastic items, PVC pipe, and recapped tires.** Total investment estimated to be $440,000; production capacity of 1,000 tons of plastic articles and 12,500 recapped tires annually. Ildephonse Munyeshyaka, Embassy of Rwanda, 1714 New Hampshire Ave., N.W., Washington, D.C. 20009. P-73613. OPIC.

3079—SPAIN—Seeks 50-50 joint venture partner to manufacture **plastic products for the construction industry.** Project cost estimated at $1.5 million. Plant site in Sabadell, near Barcelona. Also seeks licenses for fabricating wide range **consumer and industrial plastic products.** Sr. E. Peris Salvado, ODEX, S.A., Avda. Infanta Carlota, 19-21, Barcelona-15, Spain. WTDR. P-73614.

3079—ZAMBIA—Firm producing **flexible and rigid polyurethane foam, furniture, bedding, and rigid foam insulation** seeks participation of U.S. firms or investment groups in joint venture. Scope to be negotiated. Employs 200 people. K. W. Miles, Managing Director, Foam Plastics Ltd., P.O. Box 1686, Kitwe, Zambia. P-73615. OPIC.

3271, 3272 — BELGIUM — Established producer of concrete blocks and prefabricated concrete structures desires collaboration with U.S. firm planning to expand its activities into Belgium and possibly France and Germany. Especially interested in new products for the building industry such as **concrete beams and pillars.** Firm has sales of $1 million, employs 70. Belgian Consulate General, Industrial Sec., 50 Rockefeller Plaza, New York, N.Y. 10020. P-73622.

3423, 3559—SWITZERLAND—Member of diversified industrial group seeks licenses. Wants manufacturing rights for **garden tools and other products for outdoor living,** including furniture and camping equipment; also **solid waste handling devices** such as compactors, pulpers and shredders for commercial and residential application; and **novel water transportation systems** for installation on trucks and waste storage containers. Firms maintain extensive sales facilities. Mr. Gattiker, Manager, Heberlein International Trading Division AG, 9630 Wattwil, Switzerland. P-73616.

3429, 3949—SWITZERLAND—Medium sized manufacturing company specializing in metal surface treatment work (galvanizing and other corrosion resistance treatment) and the manufacture of metal fasteners for the construction industry seeks licenses from U.S. firms for diversification of its activities. Particularly interested in labor saving **fasteners for the building industry** in the form of clamps, special types of screws and bolts, with related tools; and **metal sporting and exercising equipment** for home use, schools, universities, and fitness centers. Firm maintains its own sales organization and is familiar with U.S. business methods. Messrs. Lutta, Verzinkerei Wollerau, 8832, Wollerau, Switzerland. P-73624.

3551—UNITED KINGDOM—Manufacturing rights for **food process equipment including choppers, grinders, cutters and dicers.** Also seeks license to produce **small to medium-sized incinerators** for supermarkets and high rise buildings. A. L. Mathisen, Director, Gravatom Industries Ltd., Fareham Road, Gosport, Hants, England. P-73618.

3679—UNITED KINGDOM—Manufacturing rights for **flexible circuits and multi-layer printed circuit boards.** Firm is prominent producer of conventional printed and through-hole plated circuits. Reports annual sales of $3.5 million. Affiliate of radio and television antenna, cable and components manufacturer. S. R. Rundle, Managing Director, Mills & Rockleys Ltd., Garnett Pl., East Gillibrands, Skelmersdale, Lancaster, England. P-73617.

3823—UNITED KINGDOM—Joint venture to produce and distribute **computer peripheral and process control equipment.** Seeks tie-up with small to medium-sized U.S. company. British firm manufactures systems for machine monitoring and control, data acquisition, paper tape machines and related equipment. Recently moved into larger facilities. Brian Collier, Dicoll Electronics Ltd., Bond Close, Kingsland Estate, Basingstoke, Hants, England. P-73619.

7813—NIGERIA—Joint venture partner sought for **production of theatrical films** in Nigeria. Additional information available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73625.

Diversified Japanese Firm Looking For U.S. Ventures

One of the largest Japanese trading companies with principal interests in machinery, electronics, iron and steel, non-ferrous metals, chemical products, paper and pulp real estate and construction, food, feedstuffs, fertilizer, petroleum and textiles is interested in obtaining minority interests in viable U.S. firms in the above fields. Because of its world-wide operations the Japanese firm can assist in foreign distribution and importation of raw materials and components as well as capital and expertise in its fields of specialization.

Write: J. Justin Rothschild, Executive Manager, Planning & Development, Kanematsu-Gosho (USA) Inc., One World Trade Center, Suite 4811, New York, N.Y. 10048.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286, U.S. Department of Commerce, Washington, D.C. 20230; (202-967-2248), referring to the appropriate file number.

AUSTRALIA — Pallets—one-piece, nesting, aluminum, steel or plastic. Inventor. **File 2465**

GERMANY—Ball and socket pipe joint for oil hydraulic applications. **File 2466**

NETHERLANDS — Continuous industrial mixers for solids/liquids; continuous industrial granulators; processing plants for chemical, food and animal feed industries. **File 2467**

SWITZERLAND—Miniature nuclear isotopic batteries. **File 2468**

SWITZERLAND—Self locking, temperature resistant nuts; universal hand wrench; universal hand ratchet and wrench; instantaneous connecting device for wire, cable, etc.; tension clamp for wire, rope, cable, adaptable for tents and household use; and spin casting and spinning reels. **File 2469**

SWITZERLAND — Optical-electrical weight scanning system for chemical and food industries. **File 2470**

SWITZERLAND — Pneumatic street cleaning machines. **File 2377-R**

UNITED KINGDOM—Baking, and confectionery equipment. Licensor would guarantee purchase for distribution. **File 2471**

Venezuela Requests Data On Aircraft Terminal Items

Venezuela's Maiquetia Airport expansion has now opened bidding procedures among Venezuelan firms only for the civil works on a new passenger terminal building, and has expressed interest in receiving literature and offers for equipment to go into the terminal. Imported equipment will be mainly: air conditioning plants, elevators, escalators, baggage handling equipment (eight race-track type delivery systems), loudspeaker systems, passenger screening and other security equipment, transformers, automatic door openers. Send literature to Dr. Jose A. Gomez, Director, Oficina Ministerial Nuevo Aeropuerto de Maiquetia, Zona Rental, Plaza Venezuela, Caracas.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Horticultural specialties

01810 — GERMANY — All types of vegetable and flower seeds; delivery c.i.f. Hamburg each year December 31; payment net cash against documents. Sells throughout Germany, EEC and EFTA countries. Fa. Eugen Fetzer, contact: Walter Stumpf (M, R, D), D-8710 Kitzingen/Main; Adalbert-Stifter-Str. 7.

Gathering of gums, barks

08490 — BAHAMAS — Wishes to purchase raffia for resale to be made eventually into straw goods. Shepard L. Key, Bonton Distributing Co. Ltd. (I, D), P.O. Box N-483, Nassau.

Bituminous coal, lignite mining

12110 — SPAIN — Non-cokeable bituminous coal, with following characteristics: humidity—less than 15%; ashes—less than 20% on dry samples; Volatile materials—over 22%; sulfur—less than 2.5 to 3.5%; size—less than 20 mm; grindability index of ashes—over 75 hardgrove; ash initial deformation temp.—1100 degrees centigrade; ash softening temperature—1300 degrees centigrade; ash fluid temperature—1400 degrees centigrade. Total quantity of coal required—about 200,000 tons initially. Coal to be burnt in boiler of a thermal poser station. Central Termica De Soto De Ribera, Attn: Mr. Gonzalez, Thermal Power Plant. Apartado 250, Oviedo. Telex: 37372 Paqgie & 37399 Paqgie.

Building construction

•15100 — GUATEMALA — Prequalification notice to bid for the construction of a water purification plant as part of the Xaya-Pixcaya National Aquaduct Program. Plant to be constructed is of conventional type with channels, precipitators, traps, gravity filters, clear water tanks, limited mechanical equipment, plus construction of three buildings. Interested bidders must obtain prequalification documents from and register with the Xaya-Pixcaya Executer Unit: Unidad Ejecutora Xaya-Pixcaya, Diagonal 6, 16-10, Zona 10, Guatemala. Prequalification deadline is Oct. 15.

Construction

•16100 — HONDURAS — Invitation to present prequalification documents to be eligible to bid on the paving of the Tegucigalpa-Danli Highway, Section II, El Zamorano-La Joyita, and Section III, La Joyita-Danli. Highway construction firms in Central America, the United States, and Latin America are eligible and must be previously registered in the Colegio de Ingenieros Civiles de Honduras. Tender number is CA-6 Tegucigalpa-Danli; prequalification deadline is Oct. 15. Principal works are a) Sec. II—El Zamorano-La Joyita (27.3 km), sub-base, 68,000 c.m.; base, 41,000 c.m.; and double asphalt treatment, 183,000 sq. m.; b) Sec. III—La Joyita-Danli (29.3 km); sub-base, 73,000 c.m.; base, 44,000 c.m.; and double asphalt treatment, 196,000 sq.m. Prequalification documents are available from the Direccion General de Caminos, Barrio la Bolsa, Comayaguela, free of charge. The American Embassy in Tegucigalpa is also sending copies for distribution to U.S. firms to the Construction and Bldg. Materials Program, Room 2118, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3602). The only requirement for firms already qualified for previous sections of the project is to update the documents.

•16100 — PARAGUAY — Only construction firms from member countries of the Inter-American Development Bank (IDB) may participate in improving and paving of Route 9 Transchaco from Kilometer 144 to Kilometer 300. The work will basically include: earth-moving, improved sub-grade, soil-lime lower sub-base, soil-lime upper sub-base, soil-cement base, sand-asphalt wearing surface, bridges made of prefabricated prestressed concrete components, reinforced concrete pipes for culverts, and a road sign system. The estimated total value is $11 million. Bid deadline is Nov. 23. Specifications are available for Guaranies 37,800 ($300) from: Direccion General de Vialidad, Ministerio de Obras Publicas y Communicaciones, Calle Oliva y Alberdi, Asuncion, or at the offices of Consultec S.R.L. y Edwards and Kelcey Engineers, Inc., Calle Coronel Bogado 892, Asuncion.

Meat products

20138 — GABON — Canned meats, except dog and cat food, not canned in meat packing plants. For resale to retail outlets. Recoaf Gabon S.A. (I, D), B.P. 480, Libreville.

20150 — GERMANY — Poultry (chickens hens, turkeys) and game, as well as parts thereof for resale in Germany. Quantities will depend on offers received, delivery requirements will be given when placing orders. Offers should be in German language. Commercial Section, American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

Canning, preserving foods

20310 — GABON — Canned seafood products including fish and other seafood. For resale outlets. Recoaf Gabon S.A. (I, D), B.P. 480, Libreville.

20310 — SOUTH AFRICA — Canned chum (pink) salmon: initial order 1000 cartons each containing 48 cans of 200 grams weight. Requests prices c.i.f. Durban including 5% commission. Required for resale to large ship chandler firm. Size of letters on labels minimum 5 cms.

20330 — SINGAPORE — Canned foodstuff. Direct purchase and agency. Shriro (China) Ltd., Mr. Shaw, Gen. Mgr. (I, D, A), P.O. Box 1065, 8th Fl., Yen San Bldg., 268 Orchard Rd., Singapore 9.

20332 — GABON — Canned vegetables of all types. Recoaf Gabon S.A. (I, D), B.P. 480, Libreville.

20334 — GABON — Canned fruit juices, including concentrated except frozen. Recoaf Gabon S.A. (I, D), B.P. 480, Libreville.

Grain mill products

20440 — GABON — Sacked milled polished white rice for resale. Recoaf Gabon S.A. (I, D), B.P. 480, Libreville.

Confectionery

20730 — IVORY COAST — Chewing gum base. Direct purchase & agency. Hans Meir, Attn: Mr. Dieter Baumeister (I, D, A), Boite Postale 20992, Abidjan. Telex 627.

Food preparations

20999 — GERMANY — Barrels of honey of various qualities, i.e. orange blossom, clover, etc. 300 kilo net barrels preferred; c.i.f./c&f Hamburg or Bremen or f.o.b. closest U.S. harbor. Sonnland Nahrungsmittel GmbH & Co. KG, Contact: Hans Breitsamer (I, D, M), D-8000 Muenchen 83, Berger Kreuz Strasse 28.

20999 — SOUTH AFRICA — Freeze-dried tea for making instant tea, to be used in vending machines. Republic Vending (Natal) (Pty.) Ltd. (I, D), P.O. Box 4315, Ariel House, 40 Park St., Durban.

Broad woven fabric mills, cotton

22110 — CANADA — 12,000 army-type blankets, brown or grey, earliest possible delivery, for re-sale to Libyan firm for Libyan armed forces. EGE Co. Ltd., Contact: M. K. Varmada (I, D), 88 Argyle Ave., Ottawa, Ontario K2H 7T9. Tel: 613-829-9631.

22110 — FRANCE — Cotton fabrics, broad woven, bleached, gray, or colored. S.I.T.A.M. (I, wholesaler, transformer), 31 Rue Clary—13002 Marseille.

22111 — ITALY — Sail cloth and accessories for sail making. Valeria Giuseppe Parovel Di Giorgio Parovel (M), Via Dei Bagni 3,34074 Monfalcone (Gprizia).

22111 — KENYA — Dyed grey cotton and/or rayon yarns in counts of 30 double, 16 single and 14 single: monthly requirements 40,000 kilos; blanket yarns in counts of 1.0 to 2.8 mm: monthly requirements 100,000 kilos. Wishes place orders immediately — manufacturers' early responses appreciated. Sameh Textile Industries Ltd. (I, M), P.O. Box 90544, Changamwe, Mombasa.

22111 — MALAGASY REPUBLIC — Cotton denim—various colors, width—1.50 meters. Firm wishes to receive samples and price quotations (f.o.b., U.S. ports and c.i.f., port of Tamatave). Correspondence should be in French. Vettex Madagascar, Attn: Henri Junot, Comm. Dir. (M, I, E), Route D'Ampasanimalo, P.O. Box 1283, Tananarive.

22113 — SWITZERLAND — Grey cotton cloth, loomstate. 33 in. and 41½ in., 60 x 52, 40S/40S plain. 47 in. and 53 in., 72 x 60, 40S/40S, plain long pieces of 700 yards. 34 in., 44 x 44, 20/12, plain for raising. 38 in., 80 x 80, 30S/30S, plain. 48½", 60 x 60, 20S/20S, plain. 38½", 88 x 53, 20S/12S, drill. 38½", 80 x 46, 12S/10S, drill. 56 in. and 65 in., 96 x 104, 50S combed/30S combed, plain. Delivery first quarter of 1974; half year requirement 50 to 100,000 yards. Em H. Spoerri Co. S.A., Attn: Mr. V. Meyer (I, D, Job dyeing and finishing), Stockerstrasse 12, Postfach, CH-8021 Zurich.

22114 — AUSTRIA — Sanforized blue jeans fabrics, 9¼ and 13¾ ounces; Initial order 1000 yards, annual requirement 10,000 yards. H. Madjera & Co. (I, A), Boerseplatz 3, A-1010 Vienna.

22118 — FRANCE — Cotton sheets. S.I.T.A.M. (I, wholesaler, transformer), 31, Rue Clary—13002 Marseille.

22119 — FRANCE — Cotton towels and washcloths. S.I.T.A.M. (I, wholesaler, transformer), 31, Rue Clary—13002 Marseille.

Broad woven fabric mills, manmade fiber, silk

22210 — FRANCE — Polyester and cotton broad woven fabrics, gray bleached or colored. S.I.T.A.M. (I, wholesaler, transformer), 31 Rue Clary—13002 Marseille.

22210 — ITALY — Synthetic and artificial fiber fabrics (grey goods). Moise Modena (I, D, E), Via Napo Torriani 9, 20124 Milan.

22218 — AUSTRALIA — Curtain material to following specification: Sheer and semi-sheer polyester or polyester/acrylic, open knit, continuous length in following drops (after allowing for one inch headring and one and three quarter inch rod pocket): 54, 63, 72, 84 and 90 inches. Packaging required: block-folded in 40-50 yard pieces. Direct purchases anticipated for next several years to supply local demand. General manager plans visiting Calif. and Pennsylvania between September-October. Request that contact be made, if possible, with companies located near San Francisco, Philadelphia and NYC to enable Mr. Hunt to make personal contact during his stay. Inquiries should be directed to Mr. Hunt at the following addresses in the U.S.: Sept. 26-30 c/o Bellevue Hotel, 505 Geary Street San Francisco, Calif. October 3-4, c/o Mr. M.O.V. Lee, V.F. Corp., Reading, Penn., 19603. Other interested U.S. Companies should correspond with Mr. Hunt at his Australian address. Samples, prices and literature desired. Filigree (Australia) Attn: Mr. E. J. Hunt, Gen. Mgr. (M, D, I), 181-183 Salisbury Road, Camperdown, NSW 2050.

22219 — FRANCE — Polyester/cotton sheets. S.I.T.A.M. (I, wholesaler, transformer), 31 Rue Clary—13002 Marseille.

22219 — SOUTH AFRICA — Tablecloths, table centers of man-made fiber, with patterns. Catalogs, prices f.o.b. vessel (named port of shipment) requested. Harris L. King (Pty.) Ltd. (I, D), P.O. Box 160, Cape Town.

Dyeing, finishing textiles, except wool fabrics, knit goods

22617 — NETHERLANDS — Finished cotton piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

22628 — NETHERLANDS — Finished man-made fiber and silk piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

Floor covering mills, products

22720 — FRANCE — Floor coverings, tufted, and accessories. Direct purchase & agency. Comptoir Des Sols (I, A, D), 84, Rue De Montreuil—Paris 11.

22720 — IVORY COAST — Tufted wall to wall carpets. Hans Meir, Attn: Mr. Dieter Baumeister (I, D, A), Boite Postale 20992, Abidjan. Telex 627.

Yarn, thread mills, products

22812 — PAKISTAN — Cotton (voile) yarn, 40 and 60 counts in gray form. Immediate requirements approximately 10,000 kilograms. Annual requirements 100,000 kilograms. Request quotations with Oct.-Nov. delivery. Sahaf Trading Corp. (M, D), 30 Nicholson Rd., Lahore. Cable: Sahafmills, Lahore.

22814—PAKISTAN — Specialized embroidery silk yarn, 300 and 450 counts, finished, assorted colors. Immediate requirements approximately 30,000 kgs. Annual requirements 50,000 kgs. Request quotations with Oct.-Nov. delivery. Sahaf Trading Corp. (M, D), 30 Nicholson Rd., Lahore. Cable: Sahafmills, Lahore.

22823 — PAKISTAN — Art silk weaving yarn, 40, 50, 75, 100, 120 and 150 counts, finished, assorted colors. Immediate requirements 20,000 kgs. Annual requirements 50,000 kgs. Quotations with Oct.-Nov. delivery. Sahaf Trading Corporation (M, D), 30 Nicholson Rd., Lahore. Cable: Sahafmills, Lahore.

22831 — PAKISTAN — Woolen worsted yarn of 1/48, 2/48, 1/64 and 2/64 counts in gray form, undyed and unbleached. Immediate requirements approximately 30,000 kgs. Annual requirements 80,000 kgs. Request quotation with Oct-Nov. delivery. Sahaf Trading Corp. (M, D), 30 Nicholson Rd., Lahore. Cable: Sahafmills, Lahore.

22832 — PAKISTAN — Woolen yarn for carpets 1/3, 1/4, and 2/7 counts in gray form, undyed and unbleached. Immediate requirements approximately 20,000 kgs. Annual requirements 40,000 kgs. Request quotations with Oct-Nov. delivery. Sahaf Trading Corp. (M, D), 30 Nicholson Rd., Lahore. Cable Sahafmills, Lahore.

Textile goods

22920 — NETHERLANDS — Lace and net, piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

22951 — NETHERLANDS — Pyroxylin-coated piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

22980 — COLOMBIA — Fishing lines, net, cordage, seines, etc., for own use, since firm presently initiating fish processing industry. Correspondence should be in Spanish. Sr. Adolfo Tabares-Montoya, Pres., Delmar Ltda. (M, D, I), Apartado Aereo 226, Riohacha (Guajira).

22982 — AUSTRALIA — Cotton sash cord and synthetic cordage of polyester or higher quality. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo NSW 2016.

22991 — FRANCE — Non woven textiles and bonded fiber. Direct purchase & agency. Ato Emballage, Div. Polypapier (M, Exporter), Avilly Saint Leonard (Oise).

Men's, boys' furnishings

23214 — GERMANY — Cotton shirts, men's boy's; for resale; deadline: October 30, 1973. Mr. Dorfmueller plans to

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

24211 — ITALY — Top quality seasoned larch wood (or pitch pine) boards of a constant cross section (C. 30 by 16 cm.) and various lengths as follows: 1,160 boards length M. 2.72; 270 boards length M. 2.37; 50 boards length M. 1.97; 20 boards length M. 1.92. Total volume approximately 190 cubic meters. If material not readily available, company, as alternative, would be interested in offer for boards of above sizes to be obtained from logs in advanced stage of seasoning. In latter case, Bonifica would like to receive prices and delivery terms of boards when seasoning completed. Prompt Telex reply requested. Bonifica S.P.A. (I), Viale Maresciallo Pilsudski 124, 00197 Roma. Telex 62310.

28213 — JAPAN — Large wire making company wants 600 long tons of PVC per year. Basis of buyer's decision would be speed of delivery. Okinawa Densen Denran Co., Ltd. (Okinawa Electric Wire, Cable, & Cord Co.) Seiboku Nakahara, Pres. (M), 471 Minato-Gawa, Urasoe City, Okinawa.

28332 — 28411 — ZAMBIA — Glycerine and mentholated spirits. Quotes for each at rate of 100 metric tons per annum. Send catalogs and price quotations directly to Mr. N. S. Manji, Mng. Dir. Karibu Chemists Limited (I, A, D, R, M), P.O. Box 2071, Lusaka.

33155 — PORTUGAL — 300 metric tons spring steel wire 2.3 mm diameter; tensil strength 145/170 kilos sq. mm.; weight of coils 440-660 lbs.; inside diameter about 18 inches. 60 metric tons spring steel wire 1.44 mm diameter; tensil strength 165/190 kilos sq. mm.; weight of coils 110-220 lbs.; inside diameter about 12 inches. Chemical composition: carbon 0.55-0.65 percent; manganese 0.60-0.90 percent; sulphur max. 0.04; phosphorus max. 0.040; silicium 0.15-0.35 percent. Both to be used in the manufacture of mattress springs. Four shipments starting first quarter 1974 at two month intervals. Sundlete-Sociedade Industrial de Plasticos, SARL (M), P.O. Box 95, S. Mamede de Infesta.

33414 — 33527 — PORTUGAL — Zinc and aluminum ingots for injection molding. Indufer-Industria Portuguesa De Ferramentas, SARL. (I, M), Rua Do Carrical, 38, Senhora Da Hora, Matosinhos.

33570 — JAPAN—Products sought are for high-voltage wires and cables, underground cables, telephone lines and house wiring. Basis of buyers' purchase decision would be speed of delivery. Amount required: thirty million meters per year; value: about $2.7 million. Okinawa Ken Denkikan Koji Setsubigyo Kyokai (Okinawa Electrical Contractors Assn.), chrm. Mr. Kanyo Matsushima (Electrical Contractors Association), 903 Ameku, Naha City, Okinawa-Ken.

35316 — COLOMBIA — One concrete mixer plant with a production capacity of 35 to 40 cubic meters per hour. Plant should be able to deliver concrete mixture directly to truck mixer. Sr. Luis Pineros-Rocha, Mgr., Aceros Preformados Ltda. (M, D), Carrera 10 No. 16-39, Piso 15, Bogota.

35591 — COLOMBIA — Citric acid processing plant with daily production capacity of 5 to 10 tons. Process based on sugar cane molasses fermentation. Laboratory process for production of citric acid from blackstrap molasses by fermentation with several strains of the mold. Turn-key package should be quoted. Plant will be located in Palmira, Valle Department (state), near several sugar mills; should start operations at end of December. Requests replies as soon as possible. Sr. Jorge Acosta (I, M, D), Calle 15 Sur No. 10-87, Bogota.

35992 — NEPAL — 1500 h.p. oxygen cylinders to b.s. 1045 with water content of 47.2 kilograms and 67.2 kilograms having concave base for about 6.2/6.5 cubic meters of oxygen; 300 medical purpose cylinders for 1.25 cubic meters of oxygen; and valves. Catalogs and descriptive materials requested. Price to be quoted c.i.f. Calcutta, India basis. Himal Oxygen (P) Ltd. (M), Jyoti Bhawan, Kantipath, Post Box 133, Kathmandu.

visit U.S. in November and would like to talk to interested U.S. manufacturer's of cotton shirts. Modehaus Heinemann, Contact: Th. Dorfmueller, Mgr. (I, R), 4 Duesseldorf, Koenigsallee 18.

23271 — ICELAND — Men's & boy's denim and corduroy jeans: all colors and sizes. Pophusid H.F., Attn: Jon Armannsson (I, R, M), Grettisgata 46.

Fabricated textile products

23910 — JAPAN — Shower bath curtains, shower caps, tablecloths, napkins, placemats, and placemat sets. Suzuya Company, Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima, Bunkyo-Ku, Tokyo.

23910 — NETHERLANDS — Curtains and draperies in modern fabrics. Exclusive representations only, requested for Netherlands and other EEC countries, preferably on a commission basis. Cira, Attn: Mr. Koster, Owner/Manager (I, A, D), P.O. Box 151, 108 Donau, Amstelveen.

23920 — NETHERLANDS — Housefurnishings in modern designs and materials. Exclusive representations only, requested for Netherlands and other EEC countries, preferably on a commission basis. Cira, Attn: Mr. Koster, Owner/Manager (I, A, D), P.O. Box 151, 108 Donau, Amstelveen.

23920 — SOUTH AFRICA — Sheets, pillow cases, table linen, etc., for hotel use. Four Seasons Hotel (hotel), P.O. Box 1379, Gillespie St., Durban, Attn: George Kahn.

Logging camps, logging contractors

24110 — SWITZERLAND — 100,000 BD/FT Douglas fir logs, peeler quality, and BD/FT red cedar logs for manufacturing pencils for resale to Balkan country. Requests f.o.b. Pacific seaport prices. Max Rutz (A), P.O. Box 12, CH-9631 Hemberg, Telex 71.130.

Sawmills, planing mills

24211 — BELGIUM — Hardwoods: cherry and oak in lumber form sizes 26, 32, 40, 52, 60 and 65 millimeter. Qualities: first and second. Quantities: initial shipments of 200 cu. ft. which might increase up to 1000 cu. ft. Quote c.i.f. Antwerp. Mr. Bevernaege, Mgr., Sabbe, Dubaere & Co. N.V. (I, E), Zuidkaai 47, 8700 Izegem.

Wood products

●24910 — KOREA — Bids are invited for four thousand eight hundred and eighty (4,880) treated wood poles of various sizes (35-55 feet). Invitation for bid number ADB/L-73 204-PII available at the U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2606). Bid opening, 2 p.m., Nov. 16, by Office of Supply, Government of the Republic of Korea, Seoul.

24995 — AUSTRALIA — Hickory tool and implement handles. Representative of firm visiting U.S. late Sept. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo, NSW 2016.

24995 — NETHERLANDS — Wooden kitchen and household ware and related specialties and novelties. Direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mgn. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Household furniture

25117 — BELGIUM — Wooden camping (outdoor) and beach furniture. Mr. Daris, Dir., Firma Olaerts, Import Export (I, E), Melbergstraat 13, 3600 Genk.

25143 — BELGIUM — Metal camping (outdoor) and beach furniture. Mr. Daris, Dir., Firma Olaerts, Import Export (I, E), Melbergstraat 13, 3600 Genk.

25190 — GERMANY — New products in field of injection molded plastic household furniture. Shipments requested in 20' by 40' containers; c.i.f. or f.o.b. New York. Adolf Barthelmaess KG, Contact: Kurt Barthelmess (D), Schwabacher Strasse 510; D-851 Fuerth/Bayern.

Paper mills

26210 — FRANCE — Tissue paper. Direct purchase & agency. Ato Emballage, Div. Polypapier. (M, Exporter), Avilly Saint Leonard (Oise).

26210 — TURKEY — Descriptive materials, price quotations for 700,000 paper diaphragms for production loudspeakers. Required diaphragm dimensions vary between 100 x 100 millimeters and 70 x 180 millimeters. AFA Electronik Sanayii Ve Ticaret Anonim Sirketi (M), Sehit Fethi Bey Caddesi, 1328 Sokak, Beyazithan 103/104, Izmir.

26218 — FRANCE — Packaging and industrial converting paper: spundbonded materials. Direct purchase & agency. Ato Emballage, Div. Polypapier. (M, Exporter), Avilly-Saint-Leonard.

26219 — FRANCE — Special industrial paper. Direct purchase & agency. Ato Emballage, Div. Polypapier. (M, Exporter), Avilly-Saint-Leonard.

Converted paper, paperboard items

26412 — CYPRUS — Polyethylene protected paper for packaging fluid milk. Submit samples, prices c.i.f. Cyprus. Capacity of plant approximately ten long tons of fresh milk per day for retail trade. Andreas Pittas & Bro. (M), 2, Sp. Samaras St., Ay. Omoloyitae, P.O. Box 1600, Nicosia.

26412 — IVORY COAST — Waxed paper for wrapping sheets. Direct purchase & agency. Hans Meir, Attn: Mr. Dieter Baumeister (I, D, A), Boite Postale 20992, Abidjan. Telex: 627.

26414 — NETHERLANDS — Masking tape; pressure sensitive tape with PVC, vinyl, cotton or similar backings. Exclusive representations preferred. Peereboom B.V., Attn: Mr. J. J. Peereboom, Mgr. (I), P.O. Box 574, 9-11 Van Nagellstraat, Zwolle.

26414 — SINGAPORE — Cellulose self-adhesive tapes. Direct purchase & agency. Office Development Corp., William Yong, Gen. Mgr. (I, D, A), 128 Cross St., Singapore 1.

26440 — FRANCE — Wallpaper and other wall covering material. Compagnie Internationale Des Sols (I, D, R), 51, Avenue Aristide Briand—94110 Arcueil.

26491 — SINGAPORE — Stationery products. Direct purchase & agency. Office Development Corp., William Yong, Gen. Mgr. (I, D, A), 128 Cross St., Singapore 1.

Photoengraving

27910 — BELGIUM — Products (additives) used for photograving on zinc metal plates (which are ultimately used for printing). Direct purchase & agency. Laboratoires Polnic, Mr. Lemaire, Mng. Dir. (M, I, A, D), Rue Morinval 24, 4000 Liege.

27930 — BELGIUM — Zinc metal plates (to be used for photoengraving). Direct purchase & agency. Laboratoires Polnic, Mr. Lemaire, Mng. Dir. (M, I, A, D), Rue Morinval 24, 4000 Liege.

Industrial chemicals

28100 — GERMANY — (1) Plastic raw materials (Polyol, DTI, PVC, polypropylene and polyethylene). (2) Raw material for tanneries (tannin and chrome tanning agents). (3) Water purification chemicals (Chlorine liquid, aluminum sulfate and hydrated lime). (4) Soap raw materials (Caustic soda and tallow fatty acids). (5) Textile chemicals and auxiliaries, including dyes and dyeing agents. (6) Petroleum jelly and white oil. (7) Pharmaceuticals (pharmaceuticals on hormone basis, antibiotics, preparations against worms and tape worms, anti-diarrhea, vitamins and tonics). Products 1 through 5 are destined for Kenya, Nigeria, Ethiopia and Zambia, 6 for Nigeria only and 7 for various African countries. Joseph Hansen & Soehne Aussenhandelsgesellschaft MBG., 2 Hamburg 1, Muenckebergstrasse lo, one of the leading Hamburg Import-Export Companies, has expressed an interest in purchasing in the United States the above listed products for sale to African countries. Joseph Hansen Co., was founded in 1919, has 700 employees, an annual sales volume of DM 40 million, and has branches in various African countries. Potential suppliers should contact firm at the above address.

28123 — JAPAN — Caustic soda, c.i.f. Japan price not more than $170 per ton. 2,000 tons a month for indefinite period. Tanaka Ai K. K. Kitakyushu Branch (I, A, D), 5th Fl., Chuo Kaikan Bldg., 5-14 Uomachi 1-Chome, Kokura-Ku, Kitakyushu City 802.

28151 — INDIA — 100 metric tons of meta amino phenol for manufacturing para amino salicylic acid. Weil Company (I), Chateau Marine, 3rd Floor, 133 N. Subhash Road, Bombay 400020.

28183 — BURUNDI — Polyvinyl acetate (P.V.A.)-emulsion type used in manufacturing of latex type paints — annual fifty tons. Prices f.o.b. port of exit or, if possible, c.i.f. Dar es Salaam, Tanzania. Goods should be packed in casks of 100 or 200 kgs., very securely. Rudi Paints: Director Marcel Niemegers (I, M), B.P. 1111, Bujumbura.

28190 — NIGERIA — Glauber's salt, hydrochloric acid, hydrogen peroxide, hydrosulfites, lime bleaching compounds, muriate of potash, potash alum, potassium chloriate, and sulfuric acid. Aluminium chloride, ammonium nitrate prills (for blasting), bleaching power, borax, boric acid, copper sulfate and dichromates. Quotations desired c.i.f. Lagos with indication of size and type of container, delivery schedule. F. Osayande Odeh, Mng. Dir., Nobok Chemicals Ltd. (I), P.O. Box 6665, Lagos.

28151 — SWEDEN — Phenol in quantities from 500 to 5,000 metric tons. Henning Stenbeck AB (I, A), Box 23, S-182 51 Djursholm.

28180 — JAPAN — Plasticizer; grades, DOP, DIDP and DOA; import quantity depends on c.i.f. price. Tanaka Ai K. K. Kitakyushu Branch (I, A, D), 5th Floor, Chuo Kaikan Bldg., 5-14 Uomachi 1/Chome, Kokura-Ku, Kitakyushu City 802.

28183 — INDIA — 36 metric tons adipic acid and 19 m. tons propylene glycol for manufacture of phthalate plasticizers. Indian Organic Chemicals Ltd., Attn: V. M. Merchant (M), 28 Apollo St., Fort, Bombay 400001.

28183 — JAPAN — Stearic acid, melting point 54 degrees C to 60 degrees C, 300 to 400 tons a month for indefinite period. C.i.f. price desired. Tanaka Ai K.K. Kitakyushu Branch (I, A, D), 5th Fl., Chuo Kaikan Bldg., 5-14 Uomachi 1-Chome, Kokura-Ku, Kitakyushu City 802.

28190 — THAILAND — Sodium sulphate anhydrous; calcined 99.5 percent. Initial order 500-1,000 tons. Requests c.i.f. Bangkok prices, sample. Lim Teck Lee (Thailand) Co., Ltd.; Attn: R. Paisarn. (I, D, A), 180-184 Rajawongse Rd., Bangkok.

Synthetic materials

●**28200 — BANGLADESH** — Polyvinyl chloride resin (PVC), for injection molding shoes, boots, slippers, soles. Bid deadline—open. Dr. S. A. Mormen, Chairman, Bangladesh Fertilizer Chemical and Pharmaceutical Corp., Shilpa Bhaban, Motijheel, Dacca—2. Specifications available on a loan basis to firms domiciled in the U.S. from Materials Division, Chemicals, BCABP 458, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3529).

28213 — ARGENTINA — Polyvinyl chloride suspension-type resins for manufacture of sneaker-type canvas-topped shoes with injected PVC soles. Specific types required are ICIK60 and K65 or, if those not available, PVC compound pellets for sneaker sole production. Needs immediate delivery of 100 metric tons per month for period up to one year. Alpargatas S.A.I.C. (M), Olavarria 1256, Buenos Aires.

28213 — INDIA — 400 metric tons of paste grade P.V.C. resin for manufacturing leather cloth. Elphinstone Spinning & Weaving Mills Co. Ltd., Leather Cloth Div. (Mr. Halwasia, Plant Executive) (M), Senapati Bapat Marg, Bombay 400013.

28215 — NORWAY — Epoxy powder for electrostatic coating of steel and other metal products. Thidemansen & Co. A/S (D, Contractor), Tollbodgaten 4, Oslo 1.

28230 — ZAIRE — Nylon yarn. Price basis for sale. Language of correspondence: French. Industrie Pour La Fabrication Mecanique De Fils Et Filets De Peche En Nylon (I, M), Boite Postale 1805, Lubumbashi.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28410 — BAHAMAS — Janitorial supplies: bulk soap and acid-type cleaners; all-purpose cleaners. Wishes to purchase directly from a chemical company that manufactures all the janitorial supplies listed above, preferably out of Georgia or Jacksonville. Frank Hanna, Frank Hanna Janitorial & Chemical Supplies (I, R, Janitorial services), P.O. Box N-1423, Nassau.

28413 — JAPAN — Household soaps. Suzuya Company, Ltd. Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-Ku, Tokyo (113).

28420 — BAHAMAS — Janitorial supplies: furniture polish (wax and liquid), paste and liquid floor polish, and stain removers; wishes to purchase directly from a chemical company that manufactures all the janitorial supplies listed above, preferably out of Georgia or Jacksonville. Frank Hanna, Frank Hanna Janitorial & Chemical Supplies (I, R, Janitorial Services), P.O. Box N-1423, Nassau.

28443 — JAPAN — Hair shampoos, hair tonics. Suzuya Co., Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-Ku, Tokyo (113).

28445 — SINGAPORE — Cosmetics. Direct purchase & agency. Shriro (China) Ltd. Attn: Mr. Shaw, Gen. Mgr. (I, D, A), P.O. Box 1065, 8th Floor, Yen San Bldg., 268 Orchard Road, Singapore 9.

Agricultural chemicals

28711 — KENYA — Fertilizers — superphosphate and other phosphatic fertilizer materials. Devji Meghji & Bros. (A, I, D), P.O. Box 62, Ruiru.

28790 — BAHAMAS — Janitorial supplies: weed-killer. Frank Hanna, Frank Hanna Janitorial & Chemical Supplies (I, R, Janitorial Services), P.O. Box N-1423, Nassau.

●**28790 — BURUNDI** — Supply of 1,100 m.t. of insecticide powder for use on Arabica coffee trees. Formula: minimum active ingredient 10 percent DDT plus 5 percent malathion. PH of base not less than 5 or more than 7. Active ingredients must be of recent manufacture and not

less than 95 percent purity. Tender number 13/73/OCIBU. Bid deadline 8 p.m. Oct. 19. Addressed to Monsieur le Directeur de l'OCIBU, B.P. 450, Bujumbura, Burundi. Tender documents will be available, when received, from U.S. Department of Commerce, BCABP, Room 2126, Washington, D.C. 20230. ★(202-967-3420). A review copy will also be available from the Department of Commerce District Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.

28790 — KENYA — Agricultural pesticides and other agricultural chemicals. Devji Meghji & Bros. (A, I, D), P.O. Box 62, Ruiru.

Chemical products

28921 — ICELAND — Dynamite, about 400 m.t. Quantity of dynamite required may be up to 1,000 m.t. over the next one and a half years. Verzlanasambandid, Attn: Mr. John Sewell (I, A, D), Skipholt 37, Reykjavik.

Petroleum refining

29117 — GERMANY — Lubricating oils and greases and additives, for resale. Delivery c.i.f. European Ports. Sprintel Mineraloel, Contact: Dieter Tilly (D), 5812 Herbede-Vormholz, Rauentaler Str. 30.

Paving, roofing materials

29510 — ITALY — Water absorbing asphalt compound. Requests descriptive literature, prices, delivery terms. Boris Rojas (I, D), Via Manzoni 49, 18038 Sanremo (Imperia).

Products of petroleum, coal

29920 — KENYA — Brake fluid in bulk for repacking locally. Estimated annual value between $60,000 to $1,000,000, eventually partnership arrangements. United Marketing Co. (I, R), Diamond Trust House, Ronale Ngala St., P.O. Box 40579, Nairobi.

Tires, tubes

30111 — SWITZERLAND — 10,000 tubeless tires, radial type—560/13; 10,000 tires with tubes, radial type 560/13. Offers as soon as possible c.i.f. Port Jolfa, Iran. Mr. Steiner, Gimelli AG (I, A, D), Bernstr. 3052 Zollikofen.

Plastic products

30796 — JAPAN — Plastic pipe of the following kinds: VP 100, VP 75, VP 50, VP 40. End-use for water and sewer pipes. Quantity and estimated value for transaction are: VP 100, 8,000 meters, about $14,000; VP 75, 4,000 meters, about $4,000; VP 50, 8,000 meters, about $4,000; and VP 40, 4,000 meters, about $1,500. Order would be sample order of three month supply, annual order would be four times all above figures. Delivery requirements as soon as possible. Requests airfreight samples, catalogues, price lists via Northwest Airlines or Transworld Airlines. Ryumatsu Kasei K.K. (Ryumatsu Chemical Products Mfg. Co.), Gensei Nakazato, Pres. (M), 2553, Gusukuma, Urasoe City, Okinawa Prefecture.

30796 — SWITZERLAND — Plastic type novelties for electric contractors labor saving installation material, fittings. Henry Baumann & Co. AG, Attn: K. Staub (I, D), Josefstr. 106, Postfach, CH-8031 Zurich.

30798 — BELGIUM — Plastic moldings made by injection process from hostaform, celcom or delrin. Weight of each piece about 10 ounces; plastic moldings made by injection process from san. Weight of each piece about 1½ pounds. Direct purchase & agency. Codema SPRL, J. Urbain, Dir. (I, A, D), Rue Du Bierchamps 33, 6001 Marcinelle.

Footwear, except rubber

31417 — CANADA — 12,000 pairs shoes, earliest possible delivery for resale to Libyan firm for Libyan armed forces. EGE Co. Ltd. Contact: M. K. Barmada (I, D), 88 Argyle Ave., Ottawa, Ontario K2H 7T9. Tel: 613-829-9631.

Luggage

31610 — NETHERLANDS — Hand luggage and related goods. Direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Handbags, personal leather goods

31720 — NETHERLANDS — Small leather goods, travel kits and similar goods, gift wares. Direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Leather goods

31990 — NETHERLANDS — Leather novelties, including presentation goods. For direct purchase, exclusive sales representations requested. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Glass, glassware

32291 — JAPAN — Table, kitchen, art, and novelty glassware. Suzuya Co., Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-Ku, Tokyo (113).

32293 — KOREA — Glass fibre—textile type fiber: glass fiber mat roll. Monthly requirement 200 rolls. Seeks source of supply on constant basis. Wishes to import for resale to local end-users. Gold Star Trading Co., Byun, Byung-Kuk, Mng. Dir. (I, A, D), C.P.O. Box 101, Seoul.

Glass products

32316 — SOUTH AFRICA — Glassware of all types for hotel use. Four Seasons Hotel (Hotel), P.O. Box 1379, Gillespie St., Durban, Attn: Mr. George Kahn.

Pottery, related products

32610 — BOLIVIA — Bathroom accessories, vitreous china, earthware. Buitrago Hermanos S.M.C. (I, D), Casilla 146, Potosi.

32610 — EL SALVADOR — High quality vitreous china water closets, as used in private residences, for direct purchase and resale. Luis G. Cardenal; Cardenal & Co. (I, R, M), Calle Cementerio 186, San Salvador.

32620 — FRANCE — China tableware, not decorated, white, low-priced, for hotels. Porcelaine Limousine (I, A, D), 5, Ave. Foucaud—87 Limoges.

32620 — SOUTH AFRICA — Crockery of all types for hotel use. Four Seasons Hotel (hotel), P.O. Box 1379, Gillespie St., Durban, Attn: Mr. George Kahn.

32640 — TURKEY — Descriptive material and price quotations for 700,000 ceramic magnets approximately 58 milimeters long and weighing 120 grams each for use in manufacture of loud speakers. AFA Elektronik Sanayii Ticaret A.S. (M), Sehitfethi Bey Caddesi, 1328 Sokak, Beyazithan 103/104, Izmir.

Abrasive, asbestos, nonmetallic mineral products

32950 — SOUTH AFRICA — Diatomaceous earth, ground, in 50 lb. bags, for resale. Minimum annual purchase estimated at more than $60,000. Quote prices c&f Cape Town or Durban. Ferber, Ossher & Associates (Pty.) Ltd. (I, A, D), 8th Floor, Nedbank Foreshore, Heerengracht, Cape Town.

32961 — FRANCE — Loose fiber asbestos paper, loose fiber asbestos fiberboard. Cartonnages Octobon (M), 118 Blvd. Emile Zola, 54520 Laxou.

Steel mill products

●**33100 — HONDURAS** — 7.035 kilometers of cast iron and galvanized iron pipe, 2, 4, 6, 8 and 10 inches. Purchase financed by IDB loan. Tender No. SANAA Bid-01-73; bid deadline Oct. 10. Ing. Luis A. Moncando Gross, Gerente del Sanaa, 20 Piso Edificio Ministerio de Salud Publica y Asistencia Social, Tegucigalpa, Honduras. Specifications available at above address at a cost of $12.50 per set.

●**33100—INDIA**—(A) Mild steel plates, flanging and pressing quality. Qty. required 5,400 m.t. (B) Mild steel plates, fusion welding quality, fully killed, qty. required 7,400 m.t. (C) Mild steel plates semi-killed or killed quality, qty. required 3,550 m.t. Tender No. S-134 of 1973; bid deadline Oct. 15. Director Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Specifications available at India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

33123 — ICELAND — Hot rolled steel plate. Imports about 300 m.t. annually. Quote f.o.b. Norfolk, Virginia. Al Stal H/F, Attn: Mr. Petur Valdimarsson (I, A, D), P.O. Box 490, Akureyri.

33123 — ZAMBIA — .25 lb. tin plate, .23 mm to .30 mm gauge, 560 mm x 738 mm size, temper 3. Expected volume is 100 tons per month. Interested suppliers are requested to quote prices c.i.f. Dar Es Salaam or Mombasa. J. J. Shukla, Co. Secretary, Metal Containers Ltd. (I, D, M), P.O. Box 3310, Lusaka.

33126 — INDIA — 10 metric tons of seamless carbon steel and stainless steel tubings, conforming to ASTM A-179, for manufacturing heat exchangers. Air Coils Manufacturing Co. Pvt. Ltd. (M), 328/329 Hind Rajasthan Bldg., D. Phalke Rd., Bombay 400014. Attn: Mr. Vinod K. Shah.

33127 — ICELAND — Galvanized plain steel sheets, approx. 100 m.t. per year. Quote f.o.b. Norfolk, Va. Al Stal H/F, Attn: Petur Valdimarsson (I, A, D), P.O. Box 409, Akureyri.

Rolling, drawing, extruding of nonferrous metals

●**33500 — INDIA** — Aluminum sheathed telecommunication cables, 461 KMS. Tender No. RE(S)10 of 1973; bid deadline Oct. 15. Joint Director, Railway

Electric (Stores), Railway Board, New Delhi. Specications available at India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008 at a cost of $5.50.

●33500 — KOREA — Electric copper wire bar; bid deadline Nov. 14. Office of Supply, Government of Republic of Korea, Seoul. Specifications available from Copper, Lead and Zinc Program, BCABP, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2438).

●33500 — THAILAND — 45,500 M.T., 69 KV copper cable, cross-linked polyethylene insulated, PVC jacket, single core, 800 sq. MM cross section area of copper. Maximum D.C. resistance of conductor at 20 degree 0.02198 OHM per KM. 35 sets—terminator, 62 sets straight through joint and 124 sets ground separated joints. Tender No. MEA-PSD-300; bid deadline Oct. 16. Metropolitan Electricity Authority, 121 Chaketch St., Bangkok 2, Thailand. Specifications available at above address at a cost of $10 per set.

Metal cans

34110 — COLOMBIA — Metal packaging for fish, seafood. Information on different types of packaging required since firm presently initiating fish processing industry. Correspondence should be in Spanish. Sr. Adolfo Tabares-Montoya, Pres., Delmar Ltda. (M, D, I), Apartado Aereo 226, Riohacha (Guajira).

Cutlery, hand tools, general hardware

34211 — COLOMBIA — Table and kitchen cutlery. Firm also requests catalogs & quotations. Sr. Ricardo Corredor, Mgr. Ricardo Corredor, Cia Ltda. (I, D), Apartado Aereo 21615, Carrera 6 No. 14-74 Oficina 1301 Bogota.

34211 — GERMANY — Grass shears (hand tools). Letter of credit 30 days; boat c.i.f. Hamburg. H. G. Zentner KG, Import Gesellschaft, Contact: Roger Haddad (I, D), Gostenhofener Schulgasse 32, D-85 Nuernberg.

34231 — SOUTH AFRICA — Mechanic's hand service tools, for wholesale and retail distribution. Allan & David (Pty.) Ltd. (I, D, R), 102 Buitengracht St., Cape Town, Cape Province.

34231 — SWITZERLAND — Novelty type electric contractors' hand tools, crimping tools, cable stripping tools, telecommunication tools, assembly tools. Henry Baumann & Co. AG, Attn: K. Staub (I, D), Josefstrasse 106, Postfach, CH-8031 Zurich.

34232 — AUSTRALIA — Hand tools for bricklayers, plumbers, carpenters, plasterers. Mr. R. F. Basset, Mgr, Tool Dept. (I, D, R), J. R. Manton Co. Pty., P.O. Box 54, Victoria Park East, Western Australia 6101.

34233 — AUSTRALIA — Hand tools for bricklayers, plumbers, carpenters, plasterers. Mr. R. F. Basset, Mgr. Tool Dept. (I, D, R), J. R. Manton & Co. Pty. Ltd., P.O. Box 54, Victoria Park East, Western Australia 6101.

34293 — NETHERLANDS — Vacuum bottles, picnic jugs, etc. for direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Heating apparatus, plumbing fixtures

34333 — MALAGASY REP. — Steam-boiler—steam vaporization capacity: 10 tons per hr.; superheating temperature: 450 degrees C; pressure: 62 bars; fuel: heavy fuel oil no. 2. Wishes to receive catalogs or descriptive materials, price quotations (f.o.b. U.S. ports and c.i.f., port of Tulear). Correspondence should preferably be in French, addressed to Florent Rakotoari, Mng. Dir. Societe Nouvelle des Huileries de Tulear (M, D), 99 Ruelle Antsakaviro, Boite Postale 4151, Tananarive.

34336 — GERMANY — Mobile heating units for use in winter construction (e.g. for drying interior paint in housing projects). Units must be directly fired by oil or gas and give 79,200 to 475,000 BTU's. Aubel, Buss & Kieffer GmbH, Contact: Dr. Martin Buss (A), D-8000 Muenchen 81, Normannenstrasse 2.

34336 — NORWAY — Solar heat pumps and liquid to liquid heat pumps, effect 5-10 KW, for which believed to be interesting potential market. N.A. Eie, Attn: Mr. Lars Eie (D, Engineers), Nedre Slottsgate 4, Oslo 1.

Fabricated structural metal products

34411 — MALI — Steel construction rods—800 to 1,000 tons per/yr. Societe Haidara et Freres, Mr. Issa Traore (I, D, R), B.P. 854, Bamako.

34425 — AUSTRALIA — Aluminium fly screening. Representative of firm visiting U.S. late Sept. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo NSW 2016.

34440 — MALI — Galvanized pails and basins—8,000 ea./yr. Societe Haidara et Freres, Mr. Issa Traore (I, D, R), B.P. 854, Bamako.

Metal stampings

34611 — MALI — Galvanized iron sheets for roofing—100,000 sheets/yr. Societe Haidara et Freres, Mr. Issa Traore (I, D, R), B.P. 854, Bamako.

34618 — AUSTRALIA — Porcelain steel plate white 24 gauge in 9 ft., 2 in. by 4 ft. sections for use as school blackboards. Peter C. Freiberg, Governing Dir. (I, D, M), P. C. Freiburg Pty. Ltd., 14-16 Moojebing St., Bayswater, Western Australia 6053.

Fabricated wire products

34811 — AUSTRALIA — Stainless wire rope for marine and light industrial use. Representative of firm visiting U.S. late Sept. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo NSW 2016.

34819 — CANADA — 20,000 m.t. galvanized barbed wire, double strand, urgently needed, for resale to Libyan firm. EGE Co. Ltd., Contact: M. K. Barmada (I, D), 88 Argyle Ave., Ottawa, Ontario K2H 7T9. Tel: 613-829-9631.

Fabricated metal products

34990 — BELGIUM — Metal stepladders preferably aluminum, in all sizes. Mr. Daris, Dir., Firma Olaerts, Import Export (I, E), Melbergstraat 13, 3600 Genk.

Engines, turbines

35193 — COLOMBIA — Marine engines, diesel/semi-diesel for own use, since firm presently initiating fish processing industry. Correspondence should be in Spanish. Sr. Adolfo Tabares-Montoya, Pres., Delmar Ltda. (M, D, I), Apartado Aereo 226, Riohacha (Guajira).

Farm machinery

●35200 — KENYA — Various types of farm machinery such as manure spreader, seed cleaner, baler, forage harvester, hay conditioner, sprayers, etc., required by: Project Director, I.D.A.—Project, Ministry of Education, P.O. Box 48823, Nairobi, Kenya. Tender No. ED-UC/IDA/25 with a bid deadline of November 5.

35222 — OMAN — Sprayers. Muhammed Khamis and Brothers (I, R), P.O. Box 1022, Matrah, Sultanante of Oman.

35227 — GERMANY — 4-stroke lawn mowers. Letter of credit 30 days; boat c.i.f. Hamburg. H. G. Zentner KG, Import Gesellschaft, Contact: Roger Haddad (I, D), Gostenhofener Schulgasse 32, D-85 Nuernberg.

Construction, mining, materials handling machinery, equipment

35319 — FRANCE — Electric operated winches (12v & 24v), loading capacity 300 to 2000 mg. Heurtaux (A, D), 1-7 Rue A. Houzeau, 76501 Elbeuf.

35322 — ICELAND — Stationary rock-crushing combine, new, with capacity of 40-60 c.m. per hr. and capable of processing rocks with a diameter of 40 centimeters. Quote f.o.b. Norfolk, Va. Mr. Holmsteinn Holmsteinsson (contractor), Meistaravellir 13, Reykjavik.

Metalworking machinery

35411 — KOREA — Boring machines, for manufacturing gasoline engines. Contact: Mr. No Min-Hong. Requests catalogs, quotations. Kia Industria Co., Ltd., Mr. Kim Chul-Ho, Pres. (M, I), 8 Yang-Dong, Chung-Ku, Seoul.

35412 — KOREA — Drilling machines, for manufacturing gasoline engines. See listing under 35411. Kia Industrial Co. Ltd., Mr. Kim Chul-Ho, Pres. (M, I), 8 Yang-Dong, Chung-Ku, Seoul.

35413 — KOREA — Gear cutting and finishing machines: for manufacturing gasoline engines. See listing under 35411. Kia Industrial Co., Ltd., Mr. Kim Chul-Ho, Pres. (M, I), 8 Yang-Dong, Chung-Ku, Seoul.

35413 — SOUTH AFRICA — Gear cutting machines, high speed, suitable for batch production and single gear cutting. Company wishes to use machines in existing engineering works to extend range of products and services offered. Sheetmetal & Engineering Services (M), 182 Milner St., Jacobs, Durban.

35414 — INDIA — Automatic suspended grinder holder type scarfing machine for grinding all faces from 50 sq. mm. up to 180 to 200 mm., 3 m. long special and alloy steel blooms. Qty. req. one unit for company's proposed forging hammer facility. Modi Steels (M), Modi Nagar, U.P., Attn: Development Secretary.

35414 — KOREA — Grinding and polishing machines, for manufacturing gasoline engines. See listing under 35411. Kia Industrial Co. Ltd., Mr. Kim Chul-Ho, Pres. (M, I), 8 Yang-Dong, Chung-Ku, Seoul.

35415 — KOREA — Lathes for manufacturing gasoline engines. Kia Industrial Co., Ltd., Mr. Kim Chul-Ho, Pres. (M, I), 8 Yang-Dong, Chung-Ku, Seoul.

35420 — LIBERIA — Manual, electric, or compressed air machine to stamp 20,000 per day, 1" x 3" metal strips, grooved crimped 1/4" (max) for use as spouts for tapping rubber trees. Chlaratown Engineers Inc.—Emmett C. Gooding, Admin. and Finance Mgr., P.O. 141, Monrovia.

35422 — INDIA — Friction press with fixed top die and upstroke of high blow energy design for heavy drop forging and upsettings. Equipment required for firm's proposed manufacturing facility for engine valves. British Motor Car Co. (1934) Pvt. Ltd. (A, D), Pratap Bldg., N Block, Connaught Circus, New Delhi. Attn: Pratap Chand, Mng. Dir.

35422 — INDIA — 1200 T. fast, drawdown two column open type automatic forging press suitable for open die forging of 2 T. alloy steel special steel ingots of 500 x 500 mm x 1.370 m. size into blooms of 180 x 200 mm x 6 m. Modi Steels (M), Modi Nagar U.P. Attn: Development Secretary.

35423 — INDIA — Extruding machinery for steel sections up to 10 in. and 5 in. size. Daily productive capacity 150 to 200 metric tons. Desires price quotation c.i.f. Calcutta, catalogs of equipment offered. A. L. Chopra (I, M), 6-3 Madan St., Calcutta-700013.

35442 — ITALY — Forms (molds), for use with reinforced concrete casting, and following specifications: molds suitable for construction of reinforced concrete smoke stacks of steel mills, concrete plants and industrial factories in general. Molds should have variable diameters to allow construction of smoke stacks in shape of truncated cones, moving molds upward as construction progresses. Submission of offers, descriptive materials, prices, delivery terms. Poretti—Costruzioni Murarie Industriali S.P.A. (General contractors, construction of industrial plants, kilns, furnaces, smoke stacks), Piazza Rossetti 5-2, 16129 Genoa.

35453 — KOREA — Metal forming machine tools, including forging machines: forging, riveting, die casting, thread rolling, metal forming machines, and spinning lathes. Requests catalogs, quotations, delivery terms. Wha Cheon Machinery Works Co., Shin Bom-Su, Mgr., Business Dept. 23 (M), C.P.O. Box 786, Seoul.

35480 — INDIA — Rail bound autoforging manipulators for handling and manipulating 2 ton alloy and special steel ingots with charging capacity of 2.5 T. Qty. req. 2 numbers for company's proposed forging unit. Modi Steels (M), Modi Nagar, U.P. Attn: Devel. Sec.

35482 — AUSTRALIA — Power hand tools for plumbers, carpenters. Mr. R. F. Basset, Mgr. Tool Dept. (I, D, R), J. R. Manton & Co. Pty. Ltd., P.O. Box 54, Victoria Park East, Western Australia 6101.

35482 — AUSTRALIA — Electric hand tools. Representative of firm visiting U.S. late Sept. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo NSW 2016.

35485 — ICELAND — Machinery, new or reconditioned, for making zig-zag upholstery springs. Selsvor S/F, Attn: Halldor Snaeland (M, D), P.O. Box 1227, Vesturgata 71, Reykjavik.

Special industry machinery

●35500 — KENYA — Metalworking lathe, 1 woodturning lathe, 1 electrical power drill with stand, 1 electrical bench grinder and accessories, 1 circular saw with accessories, 1 band saw with accessories etc. Tender No. EDU/IDA/22; bid deadline Nov. 5. Project Director, I.D.A. Project, Ministry of Education, P.O. Box 48823, Nairobi. When received, a review copy of specifications available on a short term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Division, BCABP-464, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-5593).

●35500 — TAIWAN — The Government has issued a request for bids on an automatic bottling plant including bottle cleaner, bottler and crowner, pilfer-proof cap sealer, labeller and complete bottling line. Tender number GF2-622125 limited to U.S. and West Europe. Information on specifications and submissions of bids should be directed to Central Trust of China, Procurement Dept., Taipei.

35513 — SPAIN — Machine units for processing fish meal for human consumption and for poultry and livestock feed. Units to handle 25 to 30 tons per day to be mounted on deck of 2,000 ton ship. Atlantic Industries, S.L. (I, D), Gran Via 18, 30 Bilbao 1, Cable Atlantin, Telex 33783 (Atlantin).

35521 — PAKISTAN — Complete unit of 25,000 spindles for manufacture of 30-40 count yarn with looms for weaving cloth of 54-inch width. Sethi Straw Board Mills Ltd. (M, D), Rahwali, District Gujranwala.

35521 — SIERRA LEONE — A complete plant for the processing of locally produced cotton wool into yarns and towels. Quantity one. N.J. Khalil (I, M), P.O. Box 135, Freetown.

35531 — COLOMBIA — Wood (eucalyptus) treatment/immunizing equipment; drying and shaping machinery: lathes. Correspondence should be in Spanish. Sr Elias Gutierrez-Escobar, Mgr. Reforestadora Bristol Ltda. (D, Producer), Carrera 15 A No 136-20 Bogota.

35531 — KENYA — Six woodworking machines for making wooden clothes pins. Requires descriptive literature or catalogs showing models, prices, any other relevant data. Requests replies as soon as possible. Ngwataniro Enterprises, Ltd. (I, M), P.O. Box 47081, Nairobi.

35552 — GERMANY — Used stencil cutting machines. Claus A. Seif (I, A, D), 2 Hamburg 11, 50 Deichstrasse.

●35552 — VIETNAM — Photoengraving and lithographing plate making machine with optical-electronic scanning for halftone blocks and offset foils. Electric power 220/380 volts, 3 phase, 50 cycle. Bid deadline Sept. 29, 9 a.m. International tender, quotations U.S. dollar f.o.b. Separate quotation of freight is required; payment of marine insurance is responsibility of buyer; procurement award will be made on basis of C&F port of Saigon. Tender will be valid for a minimum period of three months from offers closing date. Equipment and materials to be supplied will be shipped from port of origin within six calendar months from the date of award; equipment and materials should be new and of standard manufacture, replacement parts readily available. Buyer is seeking supplier with good service capability. Saigon An Quang (I, M), 35 Nguyen Dinh Chieu St., Saigon 3.

35552 — ZAMBIA — Perforating machines, numbering machines, folding machines, collating machines, and binding machines. Requests catalogs, price lists and state method of payment, delivery dates directly to Mr. C. Parker, Dir. Gestetner Duplicators Ltd. (I, A, D), P.O. Box 250, Lusaka.

35590 — BAHAMAS — The Bahamas Ministry of Development is preparing a feasibility study to establish the viability of setting up a factory for the manufacture of mattresses, pillows, household sponges etc., made of polyurethane foam. Once study is completed, the Ministry will attempt to find a local promoter to set up the plant. The Ministry is seeking contact with a U.S. manufacturer of complete plant equipment and accessories, who can supply the following information: (A) lay-out of the working and stores area; (B) consumption data on power, water, air, etc.; (C) details of all raw material inputs, by quantity and price; (D) operation and staff for a single day shift production per year; (E) supervisory and maintenance staff for the same; (F) c.i.f. quotations for the main plant, moulds, accessories. Spares, and raw materials, indicating packed weights and corresponding packing units in the case of raw materials; (G) delivery dates, terms of payment including credit; (H) costs for sending out an expert to train Bahamians, commission the plant, and hand it over in working condition up to specifications. Costs to be broken down into foreign costs and local subsistence costs; (I) catalog of the plant and equipment offered giving all relevant specifications, and physical properties of all end products. Though the export opportunity does not exist at this moment, any firm supplying the data for the project would be almost assured of supplying the equipment if a plant is built. Egerton Paul, Industrial Advisor, Ministry of Development (M, Government), P.O. Podjete (M), 63320 Velenje.

35590 — YUGOSLAVIA — Complete machinery for production of prefabricated concrete and plaster products (terrazzo steps, window sills, ceiling squares, facade elements) for construction uses. Vegrad, Splosno Gradbeno Podjete (M) 63320 Velenje.

35595 — INDIA — Complete plant to manufacture five million pieces of polarized aluminum electrolytic capacitors annually. Equipment should include aluminum foil etching and forming plant, paper and aluminum foil roll slitting machine, skating or rivetting machine, capacitor winding machine, butt welding machine, secondary forming equipment, testing machines and other special equipment required for the plant. Kirloskar Consultants Ltd. (Engineering & Management Consultants), 017/1P Shivajinagar, Fergusson College Rd., Poona 411 PPRM, Bombay.

35595 — PAKISTAN — Completely automatic injection machines with six to ten molding stations and auxiliary equipment for manufacturing footwear (leather, canvas or fabric upper with injected PVC soles). Quotations with catalogs requested. Indus Marketing Corp. (M, D), 24-E Gulberg Market, Lahore.

35595 — THAILAND — One complete

electroplating plant to manufacture automotive chromed accessories, i.e. strippings, windshield glass frames, etc. Request estimated cost of smallest plant. Newton Siam Ltd., Part. (I, D, A), 1234-6 New Petchburi Road, Makasan, Bangkok.

35595 — TURKEY — Equipment capable of producing 250 million pharmaceutical capsules per yr. for filling of drugs, including processing of animal bones for conversion into capsules. Yilbak Ticaret A.S. (I, A), P.O. Box 577, Istanbul.

General industrial machinery

35690 — AUSTRALIA — Packaging machines. Representative of firm visiting U.S. late Sept. Import Hardware Supplies (I, D), 34 McEvoy St., Waterloo NSW 2016.

35690 — NIGERIA — Machinery for stitching jute bags. Mr. M. B. Martani, Mng. Dir., J. T. Chanrai & Co. (Ph) Ltd. (I, D, R), 37-43 Great Bridge St., P.O.B. 3281, Lagos.

Office, computing, accounting machines

35720 — BOLIVIA — Typewriters, parts. Buitrago Hermanos S. M. C. (I, D), Casilla 146, Potosi.

Service industry machines

●35800 — GUYANA — The Government requests bids on plants/machinery to manufacture dry ice (CO_2). Interested companies should contact Government of Guyana Corp. (GDC), Bank of Guyana Bldg., Ave. of the Republic, Georgetown, P.O. Box 1021.

35811 — ALGERIA — Food vending machines. Imprimerie Graphica (I, A, D), 2, Rue Lieutenant Sylvestre, Oran.

35811 — SOUTH AFRICA — Vending machines of all types, especially for cigarettes, magazines, snacks and candy, general merchandise, ladies' hosiery, fresh brew hot drinks, particularly leaf tea. Republic vending (Natal) (Pty.) Ltd. (I, D), P.O. Box 4315; Ariel House, 40 Park St., Durban.

●35850 — INDONESIA — The Government has issued tender number 11/P/AT/IDA for bids on a cold storage installation including icemaking unit, ice storage unit, fish freezing unit, fish storage unit, diesel generating station, and plant building. Bid deadline is Oct. 15. Bids should be submitted to P. N. Sulawesi Utara/Tengah, c/o Directorate General of Fisheries, Ministry of Agriculture, Jalan Salemba Raya No. 16, Jakarta. Copy of tender documents and specifications may be obtained from above address at approximately $49.52.

35891 — FRANCE — Commercial cooking and food warming equipment. Becuwe-Thomselle, S.A. (I, M, D), 20, Rue Des Gardinoux—93304 Aubervilliers.

Electric transmission, distribution

36131 — KENYA — Low and medium voltage panel boards and distribution boards, other interrupting devices. Responses should provide specifications, prices. Austin & Partners Ltd. (I, electrical contractor), Austin House, Kilindini Rd., P.O. Box 84194, Mombasa. WTDR 4/73.

36132 — KENYA — Power circuit breakers for factories, commercial buildings, residential buildings. Responses should provide specifications and prices. Austin & Partners Ltd. (I, electrical contractors), Austin House, Kilindini Rd., P.O. Box 84194, Mombasa. WTDR 4/73.

Electrical industrial apparatus

36214 — KOREA — Generator, diesel engine driven, A.C., 3,300 volts, 2,000 to 3,000 kilowatt output, used as emergency and/or routine power unit. Required delivery—six month after award of contract; requests cable response, if possible, with quotations, delivery term and specifications with airmailed brochure. Firm's cable address is: polyfiber, Seoul. Korea Hapsum Co., Ltd. (M), I.P.O. Box 2989, Seoul 100.

Household appliances

36343 — COSTA RICA — Small household electrical appliances. Gabinetes Centroamericanos S. CM (M, D, I, A), Apartado 6632, San Jose, Costa Rica. Attn: Steve Pollock, Tel. 22-38-88, Cable: Gabicensar.

36360 — BOLIVIA — Sewing machines, parts. Buitrago Hermanos S.M.C. (I, D), Casilla 146, Potosi.

36360 — DOMINICAN REPUBLIC — Sewing machines, new and used, complete with stands and motors, for straight seams and zig zag; pleating machines and stamping machines, new and used, complete with stands and motors; machines for buttonhole making and button fastening, new and used, complete with stands and motors; fabric cutting machine 7"; two-needle machines for closing seams, complete with stands and motor. Requests catalogs and price lists. Falconbridge Dominicana, Attn: A. Volman (M), Bonao, Dom. Rep.

Electric lighting, wiring equipment

36423 — SWITZERLAND — Novelty, industrial type electric lighting fixtures for metalworking industry, machine tools, paint, glue drying and building site lighting fixtures. Henry Baumann Co. AG, Attn: K. Staub (I, D), Josefstrasse 106, Postfach, CH-8031 Zurich.

36425 — SWITZERLAND — Security lighting fixtures for building sites, road building and accidents; airport lights; other novelty type outdoor lighting equipment. Henry Baumann Co. AG, Attn: K. Staub (I, D), Josefstrasse 106, Postfach, CH-8031 Zurich.

36430 — ANGOLA — Electric plugs (non-U.S. type). Firm interested in buying 50,000 to 100,000 plugs. Delivery time and quotations c.i.f. Luanda requested. Correspondence in Portuguese preferred. Condel-Fabrica De Condutores Electricos Do Ultramar (D, M), P.O. Box 3043, Luanda.

36430 — KOREA — Automatic transfer switch for use between public power line and diesel engine driven generator, A.C., 3,300 volts with output capacity of 2,000 to 3,000 kilowatt. Required delivery—six requests cable response, with quotations, months after award of contract. Firm delivery terms and specifications with airmailed brochure. Firm's cable address is polyfiber, Seoul. Korea Hapsum Co., Ltd.: Lee, Il-Hyo — Construction Dept. (M), I.P.O. Box 2989, Seoul 100.

36430 — SWITZERLAND — Solderless electric terminals, splicers, connectors, cable fittings labor saving novelty equipment and supplies, for high and low tension and telephone installation. Henry Baumann Co. AG, Attn: K. Staub (I, D), Josefstrasse 106, Postfach, CH-8031 Zurich.

Radio, television receiving sets

36515 — FRANCE — Professional audiovisual equipment. Direct purchase & agency. P.E.P.—Produits Electroniques Professionnels (I, D, Wholesaler), 37 Avenue De La Republique—92120 Montrouge.

Communication equipment

●36600 — INDIA—Supply of telemetering and load dispatch equipment. Tender IDA/SREB/1, bid deadline Nov. 14. Tender document available from Member-Secretary, Southern Regional Electricity Board, 355 Sadashivnagar, Bangalore 55006 on payment of 100 rupees in cash or demand draft (7.6 rupees = $1).

●36600 — UNITED ARAB REPUBLIC — Supply of 4 silicon rectifiers, Tender no. 108, bid deadline October 15. Tender invited by Alexandria Passenger Transport Authority, 21 Load Zaghloul Square, Alexandria. Tenders available on a short-term basis from the Science and Electronics Division, BCABP-466, Rm. 1112, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

36621 — KENYA — Radio commercial communication equipment: two-way radio communication sets, HF/SS; VHF/AM; VHF/FM; UHF/FM. Following particulars required in two copies: full technical specifications, frequency ranges available, optional and ancillary equipment available, typical delivery times, f.o.b. prices packed airfreight, estimated c.i.f. prices Nairobi, illustrated brochures. Technical Engineering Services would also like to purchase sets which can be assembled locally. Technical Engineering Services (EA) Ltd. (I, A, D), P.O. Box 18311, Nairobi.

36623 — NORWAY — Wishes to purchase traffic counters and other related equipment supplied to road authorities. Kraftex A/S, Attn: J. H. Dyrnes, Sales Mgr. (D, M), Vaerlegaten 62, 1501 Moss.

36624 — AUSTRALIA — Marine navigational aids of all kinds. Strato Communication Pty. Ltd. (I, D), 24 Wentworth St., Parramatta, NSW 2150.

36624 — AUSTRALIA — Marine instruments of all kinds. E. S. Rubin Marine Pty. Ltd. (I, R), 77 Whiting St., Artarmon, NSW 2064.

Electrical machinery, equipment

36920 — MALI — Flashlight batteries—D&C type—200,000 ea./mo. Societe Haidara et Freres, Mr. Issa Traore (I, D, R), B.P. 854, Bamako.

Motor vehicles, equipment

37130 — MOZAMBIQUE — Interested firms are invited to submit catalogs, specifications, prices and technical data on 50 buses (chassis only) for 54 or more passengers. (Attention: Engineer Mouzinho de Albuquerque Penaguiao) before September 30, 1973. Companhia De Transportes De Mocambique, Lda. (Operator of inter-city bus system), (Salazar-Lourenco Marques-Salazar). KM.9 Estrada Da Matola, Salazar or Box 100, Lourenco Marques.

37141 — NETHERLANDS — Automobile accessories. For direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

37141 — SOUTH AFRICA — Motor vehicle parts, accessories—general, for wholesale and retail distribution. Allan & David Pty., Ltd. (I, D, R), 102 Buitengracht St., Cape Town, Cape Province.

Ship building, repairing

37313 — HAITI — One cargo vessel new or used, with 80 to 120 ton capacity in specially built containers which would double as deck surface and hatch doors; should be capable of taking open seas at 30 knots. Following specs: length app. 150 ft.; beam 10 to 15 ft.; draft 6 to 10 ft.; freeboard app. 2 FTMV crew accomodation for 6; radar, depth finder, radio compass, gyro, AM, FM and VHF radios; 2 Fairbank-Morse marine diesels of 3000 HP each; coectrolled pitch prop; submarine type nose; watertight deck; streamlined pilot house; quick ballasting system; no cranes on deck. Vessel to be used for cargo service between Miami and Port au Prince. Early delivery desirable. Victoria Line (Shipper), Box 343, Port Au Prince, Attn: Carl Denis.

37320 — COLOMBIA — Fishing boats—lobster, crab and oyster boats. Correspondence should be in Spanish. Sr. Adolfo Tabares-Montoya, Pres., Delmar Ltda. (M, D, I), Apartado Aereo 226, Riohacha (Guajira).

37321 — KOREA — Fast boat, 25 knot, similar to offshore oil rig crew/supply boat, capable of ferrying 30 persons and carrying small quantity cargo about 30 miles. Company needs boat urgently (within next 60 days), and willing purchase or lease. New or second hand vessel acceptable; if new, steel hull preferable; if second-hand either steel or aluminum hull will be considered. Korea Shipbuilding & Engineering Corporation, Mr. R. Namkoong, Pres. (M, Ship Repair), I.P.O. Box 1520 Seoul, Korea.

37323 — SINGAPORE — Two water jet boats. Singapore automotive Engineering (Pte) Ltd. Erington G. Keen, Export Mkg. Mgr. (I, D), Portsdown Rd., Off Ayer Rajah Rd., Singapore 5.

Surgical, medical, dental instruments

38410 — AUSTRALIA — Self-administered sphygmomanometers incorporating automatic recording device. Dr. Peter L. Thompson M.R.A.C.P. Sir Charles Gairdner Hospital, Coronary Care Unit, Verdun St., Shenton Park, Western Australia 6008.

38410 — JAPAN — Medical equipment, surgical, for hospital use. Ohwa Tsusho Company, Ltd. (I, A, D), Osaka Bldg., 2-2 Uchisaiwai-Cho 1-Chome, Chiyoda-Ku, Tokyo 100.

Photographic equipment, supplies

38611 — SINGAPORE — Photographic equipment. Direct purchase & agency. Shriro (China) Ltd. Mr. M. Shaw, Gen. Mgr. (I, D, A), P.O. Box 1065, 8th Floor, Yen San Building, 268 Orchard Rd., Singapore 9.

●38611 — VIETNAM — Vertical color separation projector camera, lighting equipment, and darkroom developing equipment for photoengraving and photolithography printing plant. Electric power 220/380 volts, 3 phase, TP cycle. Bid deadline Sept. 29, 9 a.m. International tender, quotation U.S. dollar f.o.b. Separate quotation of freight is required; payment of marine insurance is responsibility of buyer. Procurement award will be made on basis of C&F port of Saigon. Tender will be valid for a minimum period of three months from offer's closing date. Equipment and materials to be supplied will be shipped from port of origin within six calendar months from the date of award; equipment and materials should be new and of standard manufacture, replacement parts readily available. Buyer is seeking supplier with good service capability. Saigon An Quan (I, M), 35 Nguyen Dinh Chieu St., Saigon 3.

Watches, clocks, parts

38711 — NETHERLANDS — Alarm clocks and clocks. For direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Jewelry, silverware, platedware

39110 — SOUTH AFRICA — Watch bracelets, straps and attachments of all types and materials. Lakhani Watch Co. (I, D), P.O. Box 3924, 4-A Lakhani Bldg., 168 Grey St., Durban.

39140 — SOUTH AFRICA — Cutlery, hollow ware, serving ware etc., for hotel use, stainless steel or electroplated. Four Seasons Hotel (hotel), P.O. Box 1379, Gillespie St., Durban. Attn: Mr. George Kahn.

39141 — JAPAN — Silverware and plated ware. Suzuya Company, Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-Ku, Tokyo (113).

39142 — NETHERLANDS — Flatware and cutlery, including presentation goods and gift wares. For direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

Toys, amusement, sporting goods

39410 — SINGAPORE — Toys. Direct purchase & agency. Shriro (China) Ltd. Mr. Shaw, Gen. Mgr. (I, D, A), P.O. Box 1065, 8th Floor, Yen San Bldg., 268 Orchard Rd., Singapore 9.

39491 — COLOMBIA — Fishing tackle and equipment. Equipment required for own use, since firm presently initiating fish processing industry. Correspondence should be in Spanish. Sr. Adolfo Tabares-Montoya, Pres., Delmar, Ltda. (M, D, I), Apartado Aereo 226, Riohacha (Guajira).

39493 — BELGIUM — Aluminum diving boards for swimming pools which are about 9 feet deep. Le Galypso ASBL, Mr. Lekime, Dir. (Government Agency), 60 Ave. Leopold Wiener, 1170 Brussels.

39493 — SOUTH AFRICA — Watersport equipment: diving, spearfishing, yachting, power-boating. UDEC (Pty.) Ltd. (I, D, R), 605 Commerce House, 57 Shortmarket St., Cape Town, Cape Province.

39493 — SWEDEN — Swimming pools. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

Pens, pencils, office, artists' materials

39522 — FRANCE — Lettering instruments, artists. Direct sale & agency. Inforshopping Sprl. (M, I, A), 1, Ave. Maurice Sarrault 11310 Saissac.

39550 — SINGAPORE — Carbon papers & typewriting ribbons. Direct purchase & agency. Office Development Corp., William Yong, Gen. Mgr. (I, D, A), 128 Cross St., Singapore 1.

Manufacturing industries

39913 — NETHERLANDS — Artists, personal and maintenance brushes. For direct purchase, exclusive sales representations preferred. Firma Wallage, Attn: L. B. Wallage, Mng. Part. (I, D, Exporter), P.O. Box 7, 2 Nijverheidsweg, Maarssen.

39933 — FRANCE — Advertising specialties, signs, advertising displays. Direct sale & agency. Infor Shipping Sprl. (M, I, A), 1, Ave. Maurice Sarraut 11310 Saissac.

39999 — BAHAMAS — Wishes to purchase gifts and novelties for resale and wholesale distribution in the Bahamas. Shepard L. Key, Bonton Distributing Co. Ltd. (I, D), P.O. Box 483, Nassau.

Swiss Firm Seeks Variety Of Products

W. Gruenig Manager, Impag AG, P.O. Box 8034, Zurich, Switzerland is interested in receiving proposals from U.S. manufacturers seeking adequate representation in Western Europe. This firm wants to buy and distribute raw materials of all kinds; new products for rubber, paper, plastics, and paints industries; products and processes for water and sewage treatment, pollution control chemicals and related products; lubricants, metalworking liquids, cutting oils, additives, specialty oils and greases; fuel additives, special motor oils; all kinds of raw materials and ingredients for the food industry; and copper, lead, zinc, aluminum, bronze, brass in various forms and shapes including powder and specialty metals.

Impag is a reputable Swiss distributor of the above products. Established in 1919, the firm is capitalized at approximately $780,000. Reserves and Bank credits reportedly amount to several million U.S. dollars.

A World Traders Data Report (WTDR) on this firm is available for $5 from the Export Information Division, BIC/OED/EID/266; U.S. Dept. of Commerce, Washington, D.C. 20230.

Interested American firms are advised to contact Impag AG directly at the above address.

Dutch Firm Would Like To Import U.S. Products

Rhiwa B.V., 67 Giessenweg, Rotterdam, The Netherlands, is interested in importing the following products: marine hardware; motor vehicle hardware; other transportation hardware; floor protective devices; fireplace fixtures and equipment; residential and commercial aluminum awnings; aluminum vacation homes and camp dwellings; aluminum small utility buildings; aluminum garages; and aluminum panels or sections for prefabricated buildings.

The company is interested in direct purchase agencies and/or distributorship arrangements with manufacturers of the above products. Interested firms should contact W. Van T. Wout, Managing Dir.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Dairy products

20210 — TUNISIA — 1000 tons non salted butter in cardboard boxes of 25 kg. each, preferably fresh, otherwise indicate length time stocked in cold rooms. F.o.b. and c.i.f. Tunis (indicate commission rate). Quantities to be delivered from September on according to schedule to be determined later. Urgent reply may result in beating European competition. V & R Suied (I, A), 34, Rue Sidi El Adjami, Tunis. Telex: 12538 (Pour M. Suied).

Canning, preserving foods

20334 — SWEDEN — Concentrated orange juice. Henning Stenbeck AB (I, A), Box 23, S-182 51 Djursholm.

20371 — SWEDEN — Frozen concentrated orange juice. Henning Stenbeck AB (I, A), Box 23, S-182 51 Djursholm.

Beverage industries

20870 — SWITZERLAND — Food flavorings, all kinds, food additives and basic products and essences for food industry compatible with European legislation. Food Flavor Bases SA, Attn: Eric Junger, Pres. (I, A, M, Broker), P.O. Box 90, 1814 La Tour De Peilz.

Food preparations

20920 — AUSTRALIA — Soy beans, soy bean meal, soy flour defatted 50 percent, soy flour. H. J. Langdon & Co. Pty Ltd. (I, A, D), 351 King St., Melbourne, Victoria 3000.

Broad woven fabric mills, cotton

22111 — KENYA — Wishes acquire agencies for U.S. manufacturers of furnishing fabrics. Estimated annual value over $150,000. If U.S. suppliers able to quote favorable prices, repeat orders would be sent every month. United Marketing Co. (I, A, D), Diamond Trust House, Ronald Ngala St., P.O. Box 40579, Nairobi.

22117 — KENYA — Seeks exclusive agency for the distribution of plain dyed and finished cotton fabrics. Requests prices. Sapa Commerical Agencies (A), Kirparam Rd., P.O. Box 43735, Nairobi.

22117 — NETHERLANDS — Cotton piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

22117 — NETHERLANDS — Cotton piece goods for men's, women's apparel. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

22117 — SWEDEN — Cotton fabrics for shirts/blouses. Width: 36 inches or 42 inches. Holger Littorin & Co. AB (I, A), Box 141, S-411 01 Alingsas.

Broad woven fabric mills, manmade fiber, silk

22210 — ICELAND — Fabrics for apparel linings. Exclusive agent/distributor. Gudmundur I. Bjarnason H/F. Attn: Mr. G. Bjarnason (I, A, D), P.O. Box 9648, Tryggvagata 2, Reykjavik.

22210 — NETHERLANDS — Piece goods, man-made fiber and silk. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

22212 — SWEDEN — 100 percent nylon ballistic cloth, natural color 48/49 inches mel-C 12369D-G1, 210 denier, 5 ply in warp and fil, 13½ ounces per square yard. Firma Steven Kolby (I, A), Nastmannagatan 30, S-113 25 Stockholm.

22214 — SWEDEN — Polyester/cotton fabrics for shirts/blouses. Width: 36 inches or 42 inches. Holger Littorin & Co. AG (I, A), Box 141, S-441 01 Alingsas.

22217 — AUSTRIA — Man-made fiber fabrics, broadwoven. Seeks agency on commission basis for Austria and Hungary. Interona K.G. Fure Kunststoffhandel (A), A-1010 Vienna, Kaertnerstrasse 37.

22218 — AUSTRALIA — Knitted metallic dress materials and woven artificial silk linings, plain dyed or dobby for travel and leather goods. John Grinston & Co. Pty. Ltd. (I, A, D), 46 Holt St., Surry Hills, NSW 2010.

22218 — NETHERLANDS — Man-made and silk piece goods, for men's, women's apparel. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

22219—NETHERLANDS—New types of blankets, related goods. Exclusive representations only, requested for Netherlands, other European Common Market Countries, preferably on commission basis. Interested in all types of goods suitable for department stores, mail order firms; also interested in deluxe novelty leatherware. Cira, Attn: Mr. Koster, Owner/Mgr. (I, A, D), P.O. Box 151, 108 Donau, Amstelveen.

Broad woven fabric mills, wool

22313 — NETHERLANDS — Wool apparel piece goods, for use in mens, womens clothing. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

22313 — NETHERLANDS — Woolen piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmanstraat, Amsterdam.

Knitting mills, products

22540 — NETHERLANDS — Knit underwear, nightwear for men, women, children. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A) 13 Kon. Wilhelminaplein, Amsterdam.

Yarn, thread mills, products

22814 — AUSTRIA — Yarns, spun man-made fiber. Interowa K.G. Fuer Kunststoffhandel (A), A-1010 Vienna, Kaerntnerstrasse 37.

Textile goods

22920 — NETHERLANDS — Lace and net, piece goods for men's, women's apparel. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

22930 — ICELAND — Upholstery filling materials, made from man-made fibers. Selsvor S/F Attn: Mr. Halldor Snaeland (M, D), P.O. Box 1227, Vesturgata 71, Reykjavik.

22992 — NETHERLANDS — Linen piece goods. Requests exclusive sales in The Netherlands. A. J. Colaco Osorio—Agences Tissus (I, A), P.O. Box 7054, 11 H. Bosmansstraat, Amsterdam.

Men's, youths', boys' furnishings, work clothing

23221 — NETHERLANDS — Men's, boy's underwear. Exclusive representations for Benelux Countries, West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

23282 — SWITZERLAND — Western and army style leisure wear for youth. Boutique Little Big Shop, Attn: Martin Azhnd (I, R), Von Werdt-Passage 5, 3011 Bern.

23292 — NETHERLANDS — Men's and boys' swimwear, beachwear and other leisure wear. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

Women's, misses', juniors' outerwear

23393 — AUSTRIA — Jeans. Cyre Handelsgesellschaft M.B.H. (I, A, D, R), A-1040 Wien, Operngasse 32, Lokal 6.

23393 — SWITZERLAND — Western and army style leisure wear for youth. Boutique Little Big Shop, Attn: Martin Zahnd (I, R), Von Werdt-Passage 5, 3011 Bern.

Women's, misses', children's, infants' under garments

23412 — NETHERLANDS — Women's and children's underwear made from woven or purchased fabrics. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

23413 — NETHERLANDS — Women's and children's nightwear made from woven or purchased fabrics. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

23421 — NETHERLANDS — Brassieres and allied garments. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

23422 — NETHERLANDS — Corsets, girdles, combinations and accessories. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

Girls', children's, infants' outerwear

23690 — NETHERLANDS — Children's and infants' clothing. Requests exclusive representations for the Benelux Countries and West Germany. Keijzer Silks

B.V., Attn: J. Keijzer (A), 13 Kon. Wilhelminaplein, Amsterdam.

Millwork, veneer, plywood, prefabricated structural wood items

24324 — SWITZERLAND — Maple veneer 1½—3 mm. thick; second or third grade acceptable. Naafexco Corp. (A, I, D, R), 6052 Hergiswil.

Wood products

24995 — NIGERIA — Wooden ashtrays and other desk accessories. Mr. L. Roullier, Marketing Mgr., F. Steiner & Company Ltd. (I, A, D), 150 Yakubu Gowon St., P.O. Box 602, Lagos.

Partitions, shelving, lockers, office, store fixtures

25410 — FRANCE — Store fixtures, wood. Societe Nouvelle Installations & Techniques (M, Exporter), 4, Chemin De Villemenon—77170 Brie-Comte-Robert.

25420 — FRANCE — Store fixtures, metal. Societe Nouvelle Installations & Techniques (M, Exporter), 4, Chemin De Villemenon—77170 Brie-Comte-Robert.

Furniture, fixtures

25990 — FRANCE — Store fixtures, except metal and wood. Societe Nouvelle Installations & Techniques (M, Exporter), 4, Chemin De Villemenon—77170 Brie-Comte-Robert.

Pulp mills, products

26112 — AUSTRIA — Chemical pulp; bleached sulphite and sulphate for sale in Eastern Europe. Quotations may be sent by cable 'Heinzexport' Vienna, or by Telex '01—1425 WHAG A'. Wilfried Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

26112 — VENEZUELA — Woodpulp. Electro Industrial Halven—O. L. Halvorssen, C.A. (I, A, D), Edificio Halven, Esquina Monroy, Avenida Universidad, & Apartado Postal 808, Caracas, D.F.

Paper mills

26211 — BRAZIL — Newsprint paper, in rolls, 0.76 m and 0.38 m. Correspondence requested in Spanish or Portuguese. EDISA-Editora da Bahia S.A. (I, publisher and printer of daily newspapers), Rua Djalma Dutra 121, Salvador, Bahia. 49000.

26211 — VENEZUELA — Newsprint. Electro Industrial Halven—O. L. Halvorssen, C.A. (I, A, D), Edificio Halven, Esquina De Monroy, Avenida Universidad, & Apartado Postal 808, Caracas, D.F.

26213 — VENEZUELA — Coated paper for printing, offset. Electro Industrial Halven—O. L. Halvorssen, C.A. (I, A, D), Edificio Halven, Esquina Monroy, Avenida Universidad, & Apartado Postal 808, Caracas, D.F.

26216 — AUSTRIA — Sack kraft for sale in Eastern Europe. Quotations may be sent by cable "Heinzexport" Vienna, or by telex '01—1425 WHAG A'. Wilfred Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

26219 — VENEZUELA — Paper, special, all kinds. Electro Industrial Halven—O. L. Halvorssen, C. Am (I, A, D), Edificio Halven, Esquina de Monroy, Avenida Universidad, & Apartado Postal 808, Caracas, D.F.

Paperboard mills, products

26311 — AUSTRIA — Linerboard and bleached board; for sale in Eastern Europe. Wilfried Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

Converted paper, paperboard products

26451 — NIGERIA — General office supplies. Mr. L. Roullier, Marketing Mgr., F. Steiner & Company Ltd. (I, A, D), 150 Yakubu Gowon Street, P.O. Box 602, Lagos.

26495 — ISRAEL — Converted paper and paperboard products (for telex rolls, carbonless paper. Netzigim Ltd. (I, D, A), Tamkin House, 6 Reiness St., Tel Aviv.

Building paper, building board mills

26611 — KENYA — Ceiling insulation boards or panels. Estimated annual value over $600,000. If U.S. suppliers able to quote favorable prices, repeat orders would be sent every month. United Marketing Co. (I, R), Diamond Trust House, Ronald Ngala St., P.O. Box 40579, Nairobi.

Special Action

Each of the following representation opportunities is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

22953 — SWEDEN — Ventile fabrics for immersion suits. Firma Steven Kolby (I, A), Nastmannagatan 30, S-113 25 Stockholm.

28184 — SOUTH AFRICA — 100 tons of paradichlorobenzene of fine crystal quality per annum. Pest Control (Tvl. Pty., Ltd. (I, A, D), P.O. Box 181, Johannesburg.

Industrial chemicals

28100 — AUSTRALIA — Adipic acid, ascorbic acid, benzoic acid, granular boric acid, boric powder acid, citric acid crystals, folic acid, malic acid, tannic b.p. acid, allantoin, benzocaine, anhydrous borax, granular borax, borax powder, butylated hydroxy anisol, butylated hydroxy anisol, anhydrous caffein, calcium gluconate, calcium lactate, carbonate cobalt, sulphate cobalt, hydrochloride, vanillin ethyl, ethylene diamine tera acetic acid, ferrous sulphate b.p., ferrous carbonate sacharated bp.c, ichthammol, neomycin base, niacin, nickel carbonate, nitroguanidine, paracetamol, polyoxyethylene sorbitan-moneleate, piperazine adipate and salts, piperazine citrate, piperazine hydrate, phenacetin, phenazone, phenol, phenolphtalein, potassium bicarbonate, potassium carbonate, caustic flake, caustic solid, chlorate, chloride, iodate, iodine, permanganate and tartrate, sodium ascorbate, benzoate, caustic flade, bichromate and salicylate, zinc bacitracin and zinc carbonate. H. L. Langdon & Co. Pty. Ltd. (I, A, D), 351 King St., Melbourne, Victoria 3000.

28100 — SWITZERLAND — Raw materials for chemical industry. Heinz Schlegel & Co. (I, A, D), Industriestr. 4313 Moehlin.

28181 — PAKISTAN — Heavy chemicals such as sodium alginate, glaubers' salt, ammonium sulphate, consumed in textile industry. Exclusive agency. K. M. Hussain, Managing Partner, Al-Ameen Trading Corp. (A, D), 39-B, Rawalpindiwala Bldg., Seria Rd., Karachi-2.

28182 — AUSTRIA — Industrial chemicals for sale in Eastern Europe. Wilfried Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

28190 — DENMARK — Industrial chemicals: additives and preserving agents for the food industries. M-K-N Trading (I, A), 2 Naverland, DK-2600 Glostrup.

Synthetic materials

28210 — SWITZERLAND — Raw materials for plastics industry; stablizers for PVC, other additives for plastic materials. Heinz Schlegel & Co. (I, A, D), Industriestr. 4113 Moehlin.

28216 — SWITZERLAND — Synthetic resins for humidity protective coatings and compounds for building trade. Must have long shelf life. F. J. Aschwanden AG (I, D, M), P.O. Box 114, 3250 Lyss.

28232 — PAKISTAN — Synthetic yarns: nylon, yarns dull to bright finish 20-70 denier; viscose rayon 60-450 denier, dull to bright finish required by Pakistani woolen and silk mills. Exclusive agency. Government of Pakistan will permit importation 15,000,000 lbs. of synthetic yarns July 1973 - June 1974. Company hopes to secure orders for 20 to 30 percent of this total quantity. Mr. Nizar Mechlai, Dir., Gill & Co. (Karachi) Ltd. (Commission Merchant), Chartered Bank Chambers, Wood St., P.O. Box 4680, Karachi-2.

Drugs

28300 — BAHRAIN — Pharmaceuticals. Alhamer Trading Establishment (I, A, D), P.O. Box 752, Manama, Attn: Mr. Yacub Alhamer.

28340 — AUSTRALIA — Vitamin B12 (stock food grade), vitamin B1, vitamin B2, vitamin B6 pyridoxine, vitamin B12, vitamin C, vitamin E, vitamin K1, vitamin K3. H. J. Langdon & Co. Pty. Ltd. (I, A, D), 351 King St., Melbourne, Victoria 3000.

28348 — DENMARK — Penicillamine (an ethical pharmaceutical specialty) tablets or capsules, ready-packed. Ringsted G. Semler A/S (I, A, D), 13 Noore Farimagsgade, DK-1364 Copenhagen.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28420 — SWITZERLAND — Disinfectants for household and industrial use, in bulk or packed. Exclusive agency/distribution. Dr. Rieder (I, A, D), P.O. Box 42, 4020 Basel.

28440 — BAHRAIN — Cosmetics. Alhamer Trading Establishment (I, A, D), P.O. Box 752, Manama, Attn: Mr. Yacub Alhamer.

Paints, varnishes, lacquers, enamels

28511 — JAPAN — Paints for machine exterior use. Yanmar Diesel Engine Co., Ltd., Attn: M. Morita, Mgr., Import Sec., Overseas Operations Div. (D, M), 11-1 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100.

28516 — SWITZERLAND — Humidity protection and waterproofing coatings for building trade with long storage life. F. J. Aschwanden AG (I, D, M), P.O. Box 114, 3250 Lyss.

Chemical products

28930 — ISRAEL — Printing ink, gravure, lithographic and offset, textile printing. Netzigim Ltd. (I, D, A), Tamkin House, 6 Reiness St., Tel Aviv.

28930 — SPAIN — Screen printing inks. Seeks distributorship agreement. Suseto, S.A. Suministros Serigraficos Torres, S.A. (I, A, D), Escorial, 164-166, Barcelona 12.

28990 — SWITZERLAND — Raw materials for chemical, plastics, rubber industries. Heinz Schlegel & Co. (I, A, D), Industriestr. 4313 Moehlin.

28992 — KENYA — 500 tons of fatty acids saturated and unsaturated required monthly. Exclusive agency of product at 3 percent commission for soap factories in Kenya. Nandlal Gordhandas (A, I), Nyerere Highway, P.O. Box No. 806, Kisumu.

28993 — SWITZERLAND — Water treatment chemicals, mainly for application with domestic water conditioning apparatuses. Dr. Rieder (I, A, D), P.O. Box 42, 4020 Basel.

28993 — SWITZERLAND — Waterproofing compounds for building trade, humidity control building chemicals with long shelf life. F. J. Aschwanden AG (I, D, M), P.O. Box 114, 3250 Lyss.

Paving, roofing materials

29510 — SWITZERLAND — Humidity control and waterproofing paving mixtures, concrete and mortar additives for building trade with long storage life. F. J. Aschwanden AG (I, D, M), P.O. Box 114, 3250 Lyss.

Products of petroleum, coal

29920 — JAPAN — Rust preventatives, machinery washing oils, related chemical compounds other than lubricating oils. Yanmar Diesel Engine Co., Ltd., Attn: M. Morita, Mgr. Import Sec., Overseas Operations Div. (D, M), 11-1 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100.

Tires, tubes

30111 — AUSTRALIA — Pneumatic tires for automobiles, motorcycles. John E. Power, Albion Tyre Service Pty. Ltd. (A, D, R), 85 Sandgate Rd., Albion, Brisbane, Queensland 4010.

30112 — AUSTRALIA — Pneumatic tires for trucks and off-the-road use. John E. Power, Albion Tyre Service Pty. Ltd. (A, D, R), 85 Sandgate Rd., Albion, Brisbane, Queensland 4010.

Fabricated rubber products

30690 — SWITZERLAND — Raw materials for rubber industry. Heinz Schlegel & Co. (I, A, D), Industriestr. 4313 Moehlin.

Handbags, other personal leather goods

31720 — NETHERLANDS — Personal leather goods. Gift articles. Exclusive representations only, requested for the Netherlands and other European common market countries, preferably on a commission basis. Cira, Attn: Mr. Koster, Owner/Manager (I, A, D), P.O. Box 151, 108 Donau, Amstelveen.

Leather goods

31990 — NETHERLANDS — Leather novelties and other goods. Exclusive representations only, requested for The Netherlands and other European Common Market Countries. Cira, Attn: Mr. Koster, Owner/Manager (I, A, D), P.O. Box 151, 108 Donau, Amstelveen.

31990 — NIGERIA — Leather desk sets and other desk accessories. Mr. L. Roullier, Marketing Mgr., F. Steiner & Company Ltd. (I, A, D), 150 Yakubu Gowon St., P.O. Box 602 Lagos.

Glass, glassware

32291 — AUSTRALIA — Domestic glassware on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

Abrasive, asbestos, nonmetallic mineral products

32912 — AUSTRIA — Abrasive products, all types, seeks agency on commission basis for Hungary. Mrs. Irma Vasarhelyi (A), Mariahilferstrasse 13/5/37, A-1060 Vienna.

32927 — PANAMA — Conduit pipe. Catalogs and literature desired. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86, Paitilla, P.O. Box 8601, Panama 5, R.P. Cable Impusa, Telex 368668.

Steel mill products

33120 — JAPAN — Pig iron, cast iron, and stainless steel. Yanmar Diesel Engine Co., Ltd., Attn: M. Morita, Mgr., Import Sec., Overseas Operations Div. (D, M), 11-1 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100.

33121 — SWITZERLAND — Pig iron—estimates eventual demand average 100 tons per month. Naafexco Corp. (A, I, D, R), 6052 Hergiswil.

Rolling, drawing, extruding of nonferrous metals

33525 — CYPRUS — Light printing metals such as aluminum, zinc, other light metals for manufacturing printing types. Exclusive agency/distributorship for Cyprus, Greece. Quote c.i.f. Cyprus. P. C. Orinos (I, A, D), 33-35 Pygmalionos St., P.O.B. 1285, Nicosia.

33560 — ARGENTINA — 26 metric tons of lead rods (minimum purity 98 percent, diameter 3-6 mm). Tenders have been invited with deadline September 27. Requests replies as soon as possible. Pittsburgh & Cardiff Coal Co. S.A. (I, A, D, R), Bartolome Mitre 853. Piso 3 Y 4, Buenos Aires.

33578 — PANAMA — Wire. Catalogs and literature desired. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86, Paitilla, P.O. Box 8601, Panama 5, R.P. Cable Impusa, Telex 368668.

Heating apparatus, plumbing fixtures

34320 — AUSTRALIA — Competitively priced garden sprinklers. Sole agency. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

34320 — COLOMBIA — Water closet or toilet tanks; control valves (plastic); flush valves. Sr. Rodolfo Echavarria, Mgr., Grifos Y Valvulas Grival S.A. (M, D, I), Apartado Aereo 8651, Calle 24 No. 6-71, Bogota.

Fabricated metal products

34920 — NIGERIA — Bank vault doors, cash safes, and related equipment. Mr. Richard Payne, Mng. Dir., Scan African (Nigeria) Ltd. (I, A, D), P.O. Box 1792, Lagos.

Engines, turbines

35196 — PAKISTAN — Natural gas engine sets, 145 hp to 220 hp, to produce up to 100 kwa electricity for refrigeration and cooling in cold storage and ice manufacturing factories. Exclusive agent. Modern Tycaloe Corp. Attn: Mr. Abdul Mateen (I, A, D), 9 Dinga Singh Bldg., Shahrah-E-Quaid-E-Azam, Lahore.

35199 — JAPAN — Starter generators, air cleaners, filter, silencers for diesel engines (marine, farm, and industrial use). Yanmar Diesel Engine Co., Ltd., Attn: M. Morita, Mgr., Import Sec., Overseas Operations Div. (D, M), 11-1 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100.

Farm machinery

35227 — SWEDEN — Lawn mowers, hand and power. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

Construction, mining, materials handling machinery, equipment

35311 — 35312 — 35314 — 35316 — 35317 — 35318 — PANAMA — Full range of light, medium and heavy construction and earth moving equipment. Catalogs and descriptive materials requested. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86, Paitilla, P.O. Box 86101, Panama 5, R.P. Cable Impusa, Telex 368668.

35318 — AUSTRIA — Pipeline construction machinery, truck mounted cranes, for sale in Eastern Europe. Wilfried Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

35319 — AUSTRIA — Road construction machinery for sale in Eastern Europe. Wilfried Heinzel A.G. (A), Karntner Ring 2, A-1015 Vienna.

35340 — BANGLADESH — Passenger and freight elevators. Electronic Engineers & Consultants Ltd. (EECL), (A), Hotel Purbani Internation, 9th Floor, Room No. 930-944, 1 Dilkusha Commercial Area, Dacca-2.

35370 — SWITZERLAND — Pedestrian electric powered fork lift trucks. Mr. Schenk, Ulrich Ammann AG (I, A, D), 4900 Lanrenthal.

Metalworking machinery

35482 — GERMANY — Tools, hand, power driven—woodworking and metalworking. Sartorious Nachf., H., contact: Bernd Schrader (A, I, D), 4 Duesseldorf, Graf Adolf Strasse 49.

35482 — SWEDEN — Power-driven hand tools. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

35484 — SWITZERLAND — Hydraulic jacks made by Weaver or equal. Henri Bachmann AG, Attn: Mario Ruf, Pres. (A, D, R), Spittalstrasse 12, 2501 Biel.

Special industry machinery

35521 — PAKISTAN — Spinning and weaving machinery for manufacturing cotton and woolen textiles. Mr. K. M. Hussain, Mng. Partner, Al-Ameen Trading Corp. (A, D), 39, B Rawalpindiwala Bldg., Serai Rd., Karachi-2. Seeks exclusive agency representation.

35540 — SPAIN — Cardboard and corrugated boxmaking machines, seeks distributorship arrangement. Federico De La Aldea Perez (Maquinaria Grafica Aldea) (I, M, D), Balmes 190, Bajos—Barcelona-6.

35591 — AUSTRIA — Fully automatic plant for grinding of calcium carbide (in acetylene production) with all necessary safety installations. Annual capacity 36,000 metric tons; continuous operation 4 shifts of 6 hrs., 4 tons/hr. Firm has

urgent inquiry from Soviet Foreign Trade Organization. M & D Gertner KG (A), Linke Wienzeile 4, A-1060 Vienna.

35593 — AUSTRIA — Calendars for plastics industries for delivery to USSR. M & D Gertner KG (A), Linke Wienzeile 4, A-1060 Vienna.

35593 — SOUTH AFRICA — Plastic injection and molding machines. Machines must be of high capacity type with latest numerical control configuration. Hestico (Pty.) Ltd., Attn: Mr. H. E. Stiegler (I, A, D), P.O. Box 10951, Johannesburg.

35595 — ALGERIA — Machines to make porcelain plates. S.A.F.P.A.C. (I, M), Terrain La Plaestre, Les Planteurs, Oran.

35595 — AUSTRIA — Automatic plant for making petroleum piping corrosion-resistant during time of storage and transportation. Large number of pipes involved for delivery to USSR. M. & D. Gertner KG (A), Linke Wienzeile 4, A-1060 Vienna.

35595 — SOUTH AFRICA — Electric cable making machinery. Nestico (Pty.) Ltd., Attn: Mr. Stiegler (I, A, D), P.O. Box 10951, Johannesburg.

General industrial machinery

35641 — AUSTRALIA — Industrial fans on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert Street, Brunswick, Victoria 3056.

35642 — SWEDEN — Air filters. Patab Maskinkonsult (I, A), Box 25040, S-200 47 Malmo.

35690 — FRANCE — Automatic fire sprinkler equipment. Rene Cahn (A), 91-97, Rue d'Alfortville, 94600 Choisy-Le-Roi.

Office, computing, accounting machines

35741 — NETHERLANDS — Small electronic calculators. Representations requested for the Netherlands and/or European Common Market Countries. Schuur Veendam B.V., Attn: Mr. Schuur. (I, A, D), 35 Kerkstraat, Veendam, Groningen.

35741 — NIGERIA — Mechanical adding/listing machines, non-electric, ten key or full keyboard. Mr. L. Roullier, Marketing Mgr., F. Steiner & Company Ltd. (I, A, D), 150 Yakubu Gowon Street, P.O. Box 602, Lagos.

35791 — SWITZERLAND — General Novelty office machines, supplies all kinds in particular, filing and accounting systems, labor saving devices, carding systems incl. EDP accessories, mini calculators, etc. Auto Doppik AG, Attn: W. Kaderli, Dir. (D), Bahnhofstrom 6, 2501 Biel.

Service industry machinery

35811 — FRANCE — Merchandising machines. Societe Nouvelle Installations & Techniques. (M, Exporter), 4, Chemin De Villemenon—77170 Brie-Comte-Robert.

35851 — AUSTRALIA — Interested in importation or manufacturing under license of electric fans, evaporative coolers and air conditioners. Company is well established in imports of aviation and avionics products, equipment and machinery from U.S. Has recently been taken over and new owners are interested in importing consumer white goods of all descriptions. Consulate of the United States, 24 Albert Rd., Melbourne, Victoria.

Service industry machines

35891 — SPAIN — Commercial coffee makers, capacity 250/1000 servings per hour; commercial electronic stoves and ovens; commercial bread toasters. All equipment for use at hotels, hospitals, large factories, etc. Maquinaria Hotelera-Silverio Patino Gonzalez (I, A, D), Corcega, 445-451, Barcelona 9.

35892 — FRANCE — Water purification equipment for swimming pools (home pools) N.E.C. Compagnie De Distribution Thermique (D), 62, Rue Doyen Gosse, 38600 Fontaine.

35892 — SWEDEN — Swimming pool filter systems. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

35892 — SWITZERLAND — Domestic household water treatment devices for conditioning operations such as water softening, deodorizing, dechlorination, disinfecting, etc. Exclusive agency/distribution. Dr. Rieder (I, A, D), P.O. Box 42, 4020 Basel.

Machinery

35991 — SWEDEN — Oil filters. Patab Maskinkonsult (I, A), Box 25040, S-200 47 Malmo.

Electric transmission, distribution equipment

36131 — PANAMA — Circuit breakers and related equipment and supplies for complete electrical systems. Catalogs and literature desired. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86 Paitilla, P.O. Box 8601, Panama 5, R.P. Cable Impusa, Telex 368668.

Electrical industrial apparatus

36215 — AUSTRIA — Servo motors. Eltrans Ges.M.B.H. (A), Nordbahnstrasse 44/14, A-1020 Vienna.

36220 — AUSTRALIA — Oil and gas controls for space heaters. Annual usage of oil controls is 80,000 and of gas controls 25,000. Vulcan Australia Ltd. (M, D), 125 Highbury Rd., Burwood, Victoria 3124.

Household appliances

36312 — SWEDEN — Camp stoves and barbecues. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

36340 — AUSTRALIA — All kinds of electrical devices used in caravans, campers and mobile homes. Must operate on 12 volt and or 24 volt D.C. and 24 volt A.C. current. Also interested in refrigerators using L.P.G. Automarin (I, A, D), Suite 10, 32 Anglesea St., Bondi, NSW 2026.

36340 — AUSTRALIA — Automatic pop-up toasters, food blenders, juice extractors, food grinders and beaters, coffee grinders and domestic fans. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

36343 — SWITZERLAND — Table-top dish washers. Genuine novelty, small volume housewares and appliances suitable for sale by mail, 220 V, 50 cycles. Sobal SA, Attn: F. Haller, Dir. (I, D, R), Cotes De Montbenon 7, 1003 Lausanne.

36350 — AUSTRALIA — Vacuum cleaners on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert Street, Brunswick, Victoria 3056.

36393 — AUSTRALIA — Dish-washing machines (domestic) on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

36393 — SWEDEN — Garbage disposal units, electric. Aeg Elverktyg (I, A, D), Svetsarvagen 10, S-171 91 Solna.

Electric lighting, wiring equipment

36420 — AUSTRALIA — Firm is interested in obtaining a U.S. source of supply of metal lamp base parts or sections in either unfinished or finished condition. Glencomo Pty., Ltd. (I, D, M), 4 Albert St., Richmond, Victoria 3121.

36421 — AUSTRALIA — Competitively priced residential light fittings. Sole agency. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

36422 — SWITZERLAND — Commercial lighting fixtures of all kinds. Protec Trading Ltd., Attn: Mr. M. Frankenreiter (I, A, D), Zweierstrasse 123, 8003 Zurich.

36423 — SWITZERLAND — Industrial lighting fixtures of all kinds. Exclusive agent/distributor. Protec Trading Ltd., Attn: M. Frankenreiter (I, A, D), Zweierstrasse 123, 8003 Zurich.

36426 — PANAMA — Switches. Catalogs and literature desired. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86, Paitilla, P.O. Box 8601, Panama 5, R.P. Cable Impusa, Telex 368668.

36430 — SWITZERLAND — Fully vulcanized electric plugs for commercial and industrial applications. Exclusive agent/distributor. Protec Trading Ltd., Attn: M. Frankenreiter (I, A, D), Zweierstrasse 123, 8003 Zurich.

36443 — PANAMA — Switch/fixture boxes and master panels. Catalogs and literature desired. Importadores Unidos, S.A. (I, A, D), Calles 50 Y 86, Paitilla, P.O. Box 8601, Panama 5, R.P. Cable Impusa, Telex 368668.

Radio, television receiving sets

36510 — AUSTRALIA — Television receivers, cassette tape recorders, stereo equipment and portable record players on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

Communication equipment

36611 — ISRAEL — Telephone apparatus such as telephone answerers and automatic telephone dialers. Netzigim Ltd. (I, D, A), Tamkin House, 6 Reiness St., Tel Aviv.

36612 — AUSTRALIA — Seeks additional agency agreement in telecommunications and similar fields. GEC Telecommunications Div. of Gen. Electric Co. of Australia Ltd., Attn: Robert C. Westerman Marketing Mgr.—Private Systems (R, M, I), 9 Bibby St., Chiswick NSW 2046.

36621 — AUSTRALIA — Transmitter, transceiver and supervisory control equipment lines. GEC Telecommunications Div. of the Gen. Electric Company of Australia Ltd., Attn: Robert C. Westerman Marketing Mgr.—Private Systems (R, M, I), Bibby St., Chiswick NSW 2046.

36622 — AUSTRALIA — Closed circuit TV, audio visual equipment and hospital control monitoring systems. GEC Telecommunications Div., General Electric Co. of Australia Ltd. Attn: Robert C. Westerman, Mrkg. Mgr.—Private Systems. (R, M, I), Bibby St., Chiswick NSW 2046.

36622 — VENEZUELA — Educational

closed circuit television. Perez De Corcho, S.R.L. (A, D), Calle La Cinta, Edificio Amayur, Aptdo 4, Las Mercedes, Caracas, D.F.

36623 — AUSTRIA — Laser equipment for use in andesite stone quarry; planned annual production 100,000 to 150,000 cubic meters; grain size 500 to 600 millimeters. For delivery to Yugoslavia. Mr. Mato Percic (A), Chemie Und Huette, Ebendorferstrasse 10, A1010 Vienna.

36623 — ITALY — Electric and electronic alarm and signal systems and devices. Agency arrangement, exclusive basis. Elettronica Panaro (I), Via Gentile 53/C, 70126 Bari.

36623 — SWEDEN — Electronic sound signaling burglar alarms for homes and boats. Patab Maskinkonsult (I, A), Box 25040, S-200 47 Malmo.

36624 — MALAYSIA — Radar for onshore installations capable of detecting fishing vessels within 7-10 miles of shore station. Export Services (M) Sdn. Bhd. (A, D), GGI Bldg., 3rd Floor, 68 Jalan Ampang, Kuala Lumpur. Cable address: Parwat.

36625 — GERMANY — Firm interested in distributorship for electronic alarm devices; delivery c.i.f. Hamburg; payments 14 days 3 percent discount, or 30 days net. Woerl-Alarm, Contact: August Woerl (M, D), D-8031 Stockdorf B. Muenchen.

36625 — MALAYSIA — Onboard marine radar for police and customs patrol boats. Initial potential sales of 30-40 pieces of radar equipment first year with possible total sales of approximately 200. Export Services (M) Sdn. Bhd. (A, D), GGI Bldg., 3rd Floor, 68 Jalan Ampang, Kuala Lumpur. Cable Address: Parwat.

36626 — VENEZUELA — Venezuela electronic teaching machines and teaching aids. Perez De Corcho, S.R.L. (A, D), Calle La Cinta, Edificio Amayur, Apto. 4, Las Mercedes Caracas, D.F.

36631 — AUSTRALIA — Domestic clothes washing and drying machines on a sole agency basis. Mark Raymond Pty. Ltd. (I, A, D), 284 Albert St., Brunswick, Victoria 3056.

Electronic components, accessories

36792 — AUSTRIA — All types of electronic components including condensers for sale in East Bloc countries other than East Germany, Albania and Bulgaria. Eltrans Ges.M.B.H. (A), Nordbahnstrasse 44/15, A-1020 Vienna.

36793 — AUSTRIA — All types of electronic components including resistors for sale in East Bloc countries other than East Germany, Albania and Bulgaria. Eltrans Ges.M.B.H. (A), Nordbahnstrasse 44/15, A-1030 Vienna.

Motor vehicles, equipment

37110 — THAILAND — Automatic loading, compress, unloading garbage trucks. Capacity: 16, 20, 25 cu. yds. Requests: c.i.f. Bangkok prices, literature. Ananta-International Ltd. Part., Attn: Mit Anantachart (I, E, D), 44 Soi Yanawa, New Rd., Bangkok 12.

37172 — CYPRUS — Commercial trucks of eighteen to twenty-two (18-22) tons GVW (gross vehicle weight). Catalogs and other technical literature required. Price c.i.f. Cyprus. Wishes to act as exclusive distributor. The Cooperative Supply Organization for Agricultural Machinery "Agrotechnica" Ltd. (I, A, D), P.O. Box 118, 43 Dhigenis Akritas St., Nicosia.

Aircraft, parts

37212 — FRANCE — 3 used airplanes: 2 model DC-3 or DC-4 and 1 Boeing 707-320-C. Prestavia, Attn: Boinet (I), 12 Rue Gaillou, 75002 Paris.

Ship building, repairing

37310 — BANGLADESH — Watercraft for Bangladesh rifles (Military Border Force)—10 large patrol boats, perhaps 7 more a year hence, with 15-20 man capacity (plus crew), 300 mile range, 18 knot speed, for use on sea and in inland waterways. Tentative f.o.b. price offered by U.K. firm for 40-foot craft—28,000 pounds each. Also 30 speedboats for BDR, perhaps 20 later, with 8-10 man capacity, 30 knot speed and 50 mile range. U.K. price f.o.b. for 17 ft. speedboats pounds 2,360 each. Spark Ltd. (SL) (A), 54 Dilkusha Commercial Area, 5th Fl., Dacca-2. WTDR 5/73.

37322 — CANADA — Boats, outboard motor, including prefabricated kits. Firm seeks distributorship arrangement for fibreglass and aluminum boats. Western Canadian Radiographics Ltd. (I, D), 1120 Hamilton St., Vancouver, B.C.

Surgical, medical, dental instruments

38410 — ICELAND — Surgical and medical instruments and apparatus. Exclusive agent/distributor. Remedia H/F, Attn: Mr. P. Dungal (I, A, R), Laufasvegur 12, Reykjavik.

38420 — BAHRAIN — Hospital products and disposable items; hospital and laboratory equipment. Alhamer Trading Establishment (I, A, D), P.O. Box 752, Manama, Attn: Mr. Yacub Alhamer.

38421 — ICELAND — Orthopedic, prosthetic and surgical appliances and supplies. Firm wishes to act as Exclusive agent/distributor. Remedia H/F, Attn: Mr. P. Dungal (I, A, R), Laufas Egur 10, Reykjavik.

38423 — AUSTRIA — Fire-proof clothing. Seeks agency on commission basis for Hungary. Mrs. Irma Vasarhelyi (A), Mariahilferstr. 13/5/37, A-1060 Vienna.

38430 — ICELAND — Dental equipment and supplies. Exclusive agent/distributor. Remedia H/F, Attn: Mr. P. Dungal (I, A, R), Laufasvegur 12, Reykjavik.

Photographic equipment, supplies

38610 — SWITZERLAND — Photographic industrial and commercial security equipment incl. identification systems, etc., for banks, hotels, post offices, etc. R. Haefliger (I, A, D), Himmelrich 17, 6340 Baar.

38615 — SPAIN — Photographic sensitized film. Seeks distributorship arrangement. Suseto, S.A. Suministros Serigraficos Torres, S.A. (I, A, D), Escorial, 164-166, Barcelona 12.

38616 — AUSTRALIA — Photographic bromide papers on white and colored stock in sheets or rolls. Merinda House Pty. Ltd. (A), 96 Mount St., North Sydney NSW 2060.

38616 — SPAIN — Sensitized photographic paper designed for screen printing processes. Seeks distributorship arrangement. Suseto, S.A. Suministros Serigraficos Torres, S.A. (I, A, D), Escorial, 164-166, Barcelona 12.

38617 — NIGERIA — Paper and plates for duplicating, both wet and dry copying. Mr. L. Roullier, Marketing Mgr., F. Steiner & Co. Ltd. (I, A, D), 150 Yakubu Gowon St., P.O. Box 602 Lagos.

Toys, amusement, sporting goods

39400 — BELGIUM — Games for amusement parks such as pin-ball machines, slot machines, bingo games, etc. Sound Light Electronic Design, Mr. Essikov (I, D), 22 Rue Wiertz, 4000 Liege.

Pens, pencils, office, artists' materials

39510 — NIGERIA — Desk pen sets. Mr. L. Roullier, Marketing Mgr., F. Steiner & Company Ltd. (I, A, D), 150 Yakubu Gowon St., P.O. Box 602, Lagos.

Costume jewelry, novelties, buttons, notions

39641 — ICELAND — Zippers and slide fasteners. Exclusive agent/distributor. Gudmundur I. Bjarnason H/F, Attn: Mr. G. Bjarnason (I, A, D), P.O. Box 648, Tryggvagata 2, Reykjavik.

39642 — ITALY — Special steel industrial needles for shoe making. Gilbert Gualandi (I, A, D), Via Lattanzio L6, 20137 Milan.

Wholesalers

50930 — THAILAND — Ferrous cast iron and steel scraps with ⅜" thickness or dia. upwards; one meter long or longer. Request c.i.f. Bangkok prices, date of delivery. Saha Kim Motor Co., Ltd. (I, D, A), 42-56 Chalermketh 3, Suan Mali, Bangkok.

Antique, secondhand stores

59310 — SIERRA LEONE — Used clothing. Lalchand & Sons (S.L.) Ltd. (A), P.O. Box 1271 Freetown.

Mail order houses

59610 — JAPAN — Department store items, Sogo seeks agreement for catalog order taking office of U.S. mail order houses. Presently imports folk arts, ornaments, interior decorations, accessories, apparel, sporting goods, glassware, wines, and whiskey. Sogo Trading Co. Ltd. (I, A, D), Keizai Center Bldg., North 1 West 2 Chu-ku Sapporo 060.

Korean Firm Plans $10 Million Machinery Plant Expansion

Korea's Hyundai International Company intends to procure foundry shop, forging shop, tool and die making shop, laboratory, steel fabricating and assembling shop, maintenance shop, and air compressors and materials handling equipment for the expansion of its machinery plant in Anyang near Seoul. Hyundai International is applying to the Asian Development Bank for a $10 million loan to procure the needed equipment imports. Interested U.S. firms may wish to provide catalogs with specifications and pricing to Hyundai, which might use the information both for comparison as well as for consideration in the preparation of the tenders. All inquiries should be directed to Mr. Yoo Sang-Kyu, Vice President, Hyundai International Inc., I.P.O. Box 1826, Seoul 100. A list of the equipment needed is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Room 1322, Washington, D.C. 29230.

Future Construction Abroad

INDIA — The Bombay Municipal Corp.'s proposed water supply and sewerage expansion project, to be financed through a $55 million IDA loan, will involve the purchase of about $20,000 worth of equipment and testing instruments required for detecting water leaks and for locating underground pipes and sluice valves in the existing pipeline system. Interested firms should communicate directly with K. D. Mulekar, Hydraulic Engineer, Bombay Municipal Corp., Extension Bldg., Mahapalika Marg, Fort, Bombay 400 001.

KOREA—The Office of Fisheries (OFA) is promoting a **fisheries development plan** calling for the import of 286 new or used fishing vessels of 35 to 300 tons from 1973 to 1975 at an estimated cost of $42.26 million. The OFA has not decided on the sources of financing, but hopes that, besides foreign exchange from the Government, approximately $15 million will come from the Korea-Japanese Fisheries Cooperative Fund. A list of fishing vessels required is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230. U.S. firms should send brochures and proposals for long-term and soft loan financing to Mr. Ahn Myong Nam, Fisheries Promotion Officer, Office of Fisheries, 111 Hap-dong, Sodaemun-ku Seoul 120.

NETHERLANDS ANTILLES — The Netherlands Government has approved the financing of **five development projects in the Netherlands Antilles** totaling 3.9 million guilders. Included are construction of two kindergartens and an elementary school on Curacao, a yachting harbor on Bonaire, supplementary training for teachers at technical schools, and the improvement of roads to schools on Bonaire. Further information on these projects can be obtained from D. E. Calvo, Director, Department of Finance, Netherlands Antilles, Pieter Maai No. 4, Willemstad, Curacao.

ZAMBIA—Industrial Finance Co. Ltd., a Government-controlled enterprise which assists Zambian business with financing, seeks to interest American businessmen in providing turn-key plants, technical expertise and, if possible, equity participation for the following, initially small-scale, businesses: **fish cannery, tea blending, bakery, factory for paper towels and napkins, noodle products plant, metal drums factory, and meat cannery.** Interested U.S. firms and investors should write directly to S. C. Mwena, General Manager, P.O. Box 3091. Lusaka, Zambia, who can provide feasibility studies on all of the above projects.

MOZAMBIQUE—The three sugar companies (Sugar Estates, Itd.; Acucareira de Mocambique, S.a.r.l.; Companhia do Buzi, S.a.r.l.), utilizing the port of Beira for exports of cane sugar have asked PROFABRIL—Centro de Projectos, S.a.r.l., P.O. Box 1963, Lourenco Marques to survey plans for the construction of a sugar terminal at the port of Beira, in the vicinity of existing Wharf No 8. It is estimated that sugar exports utilizing the proposed terminal will eventually save some $2 million per year over the cost of packing sugar in jute or other bags. At present, some 270,000 m.t. of sugar are produced by the companies within the hinterland of the port of Beira. By 1978, however, plans call for an output of 630,000 tons of sugar; and finally, another 200,000 m.t. from the planned sugar factory at Dingue-Dingue.

IRELAND—The Minister for Local Government has announced approval in principle of Dublin Corporation's recommendation of a design for a quay level, three-span, pre-stressed concrete **bridge over the River Liffey.** The bridge is to be located in the Dublin dock area at a provisional cost of about $880,000. It is expected that it will take two-and-a-half years to complete. Interested parties should write to the Dublin Corp., City Hall, Dublin 2.

SOUTH AFRICA—Iscor, P.O. Box 450, Pretoria, has decided to delay implementation of certain aspects of the expansion of its Newcastle steel works. Instead, the State-owned steel corporation will concentrate on **expanding production at the existing Vanderbijlpark works** in the Transvaal. Under present planning the Vanderbijlpark mill will be producing six million tons of steel per year by 1983. Work on the first phase of the Newcastle project is meanwhile reported to be progressing according to schedule, and the plant is expected to be in production early in 1976 as planned. The total cost of Newcastle Phase I is expected to be $1,050 million.

BRAZIL — The Ministry of Transportation announced in June a $2 billion **railroad modernization program** which greatly expands the previous program and gives the railroad system top priority in funding starting in 1974. While Brazil can fulfill some of the equipment needs for this massive expansion program from local industry, there remains a significant potential market for U.S. railroad equipment throughout the decade. A report from the American Consulate General in Rio de Janeiro giving Brazil's Railroad Expansion Program, listing contacts for interested U.S. firms, is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230.

PARAGUAY—After considerable delay the Inter-American Development Bank recently approved use of funds from its $26.4 million **Trans-Chaco Highway** loan for only partial construction of the project. Following this IDB decision the Government of Paraguay on June 7 signed contracts with Saopim, an Argentine-Venezuelan firm, worth $12 million to build roads and bridges on the first 144 kilometers of the project. An IDB team is now studying alternatives for the remaining 273 kms. to Filadelfia, the proposed northern terminus. The remaining $16 million of the initial IDB loan reportedly can cover construction of an additional 110-156 kms.

CANADA — A list of 1973 pipeline projects for Canada, including those for which tenders have not yet been called, is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20230.

THAILAND — The Royal Thai Government's Board of Investment has recently granted promotional privileges to the following four applicants for the establishment of four new hotels: (1) The Sand Co. Ltd., plans to invest $3 million to construct a 10-story, 328-room hotel at Pattaya, a sea resort 80 miles southeast of Bangkok. Mailing address: Mrs. Chinda Charungcharoenvej, The Sand Co. Ltd., 41 Sukhumvit Soi 4, Bangkok. (2) Ban Sai Thong Co. Ltd. plans to build a $2.7 million, 15-story, 310 room hotel at Pattaya. Mailing address: Mrs. Ruedee Yusanont, Ban Sai Thong Co., Ltd., 68/1 Soi Lang Suan, Ploenchit Rd., Bangkok. (3) Pattaya Koh Larn Co. Ltd. will invest $2.1 million for a 5-story, 105-room hotel at Larn Island close to Pattaya. Mailing address: Mr. Sakdi Thaiwat, Pattaya Koh Larn Co. Ltd., 41 Sukhumvit Soi 10, Bangkok. (4) World Investment Corp. Ltd. will invest $4 million for a 13-story, 325-room hotel at Pattaya. Mailing address: Mr. Thanes Telan, World Investment Corp. Ltd., Rama Arcade, Rama Hotel, Silom Rd., Bangkok.

TUNISIA—The tourist industry is booming in Tunisia and new hotel construction is an ongoing business. The World Bank has given several loans for infrastructure but most of the contracts have been awarded. There is a **large project being developed by the tourist investment bank,** COFITOUR, near Sousse. The project is called Sousse North and a U.S. company (SDDA) is doing much of the architectural and design work. The project includes hotels, a golf course, marina, and tennis courts. For further information, businessmen can contact the U.S. Embassy, 144 Avenue de la Liberte, or COFITOUR, 31, Ave. de Paris, Tunis.

NEW ZEALAND — An agreement between the Government of New Zealand and the Shell-BP-Todd Consortium was signed for the Maui Natural Gas Project. Costs will be shared by the Government of New Zealand and the Consortium on a 50-50 basis. A company will be formed representing the two parties equally. Indications are that the project will cost more than NZ$100 million during its first five years of development. Initially, one drilling platform will be located about 50 miles off the West Coast of New Zealand's North Island, in the vicinity of New Plymouth. Plans call for a second platform and pipeline towards the end of the decade. Excellent opportunities appear to exist for U.S. suppliers of services and equipment, as much of the activity connected with offshore drilling, platform management and the construction of pipeline under 50 miles of rough and comparatively deep ocean will undoubtedly be contracted to foreign companies. Tenders for the first platform may be called in the first quarter of next year with an estimated closing date of June 1974. The Government of New Zealand, Ministry of Works, Wellington, will be in charge of overland pipeline construction.

HONG KONG — The following major projects for Hong Kong could mature toward potential U.S. export opportunities during the next year or two: *Airport Development*—Ralph M. Parsons Co., 617 West 7th, Los Angeles, Calif., was awarded on March 15 about a $720,000 contract to study Hong Kong's air transport system, including the possibility of a second airport. *Railroad* — P.H. Lam,

Manager of the Kowloon-Canton Railway, told the press in April that the Government is studying the feasibility of constructing a second railway tunnel, linking Kowloon to Shatin where a race track and a large housing project are planned, and extension of a planned second track between Hunghom and Shatin. The Government is spending $32 million to build a new railway terminal in Hunghom which will be completed in 1975. The planned second track may be extended north to Sheungshui where Japanese investment corporations were interested in developing a tourist resort to cater for China-bound tourists. There is also interest in a possible rail link between Fanling and Kwaichung. *Bridges*—Traffic experts are pressing the Government to make a decision on a bridge across the harbor at Lyemun Gap. The Chairman of the Cross Harbor Tunnel Co., which built the tunnel opened last August, has expressed interest in building such a bridge. The government has also indicated interest in the feasibility of building bridges to connect Hong Kong Island to nearby Aplechau Island, and Lantao Island to the mainland. *Tunnel*—The Director of Public Works has announced that a consultant's report had been prepared and that he hoped to offer contracts for this project by the end of the year. In July, the press reported that the final report submitted by the consulting engineers, Maunsell Consultants Asia, states that the tunnel (6,000 ft., twin tubes, 30 ft. in diameter, 108 ft. apart) is feasible, and that with ancilliary roads it would cost about $50 million.

SOUTH AFRICA — The Orange Free State Provincial Administration has budgeted $9.6 million for **new and expanded hospital buildings** and an additional $2.6 million for **purchase of new equipment.** A further $18.5 million will be expended for construction and equipment by March 1977. Eight hospitals are now under construction or planned within the next three years: Bloemfontein: New Academic hospital at a cost of $23.3 million to provide 620 beds. Bloemfontein's National Hospital: A 210,000 sq. ft. extension to the radio-therapy section and additional wards comprising 50 beds. Bloemfontein's Pelonomi Hospital: Expenditure of $4.5 million to triple the bed capacity from 300 to 900. Bloemfontein: Construction of a Community Health Centre at a cost of $2.3 million. Ficksburg: New Hospital ($876,000) to provide 53 beds. Heilbron: $135,000 extension to provide 40 additional beds. Clocolan: New 30-bed hospital at a cost of $240,000. The Bloemfontein complex and the Community Health Centre are to be equipped with advanced devices, instruments and apparatus. The other four regional and rural hospitals require less sophisticated equipment. U.S. firms are welcome to submit tenders on these projects provided a firm rate of exchange is quoted for the purpose of price comparison. Tenders are advertised in the weekly "Orange Free State Official Gazette" which is available from Officer in Charge of Official Gazette, P.O. Box 517, Bloemfontein at an overseas post-free subscription rate of R3.00 annually. Further information on specific projects may be obtained directly from Dr. G. J. Bester, Hospital Services Sec., Office of the Provincial Secretary, P.O. Box 517, Bloemfontein, Orange Free State.

INDIA—The Nhava-Sheva **Satellite Port for Bombay** planned by the Bombay Port Trust (BPT), is now before the Government's Planning Commission for approval. It is expected that a final decision will be reached within the next three months and that preliminary work will be initiated by April 1. BPT's Engineering Dept. has prepared a study indicating the equipment needed for the satellite port, and the following are expected to be imported through international tenders: two harbor tugs, approx. 2,000 h.p., each; one container quay crane, 30-metric-ton capacity; three straddle carriers, 20-metric-ton stacking capacity; one transporter grabbing crane, 1,000-metric-tons hourly capacity; one transporter grabbing crane, 500-metric tons hourly capacity; four sugar/oil cake loaders, 600/750-metric-tons hourly capacity. U.S. firms may obtain preliminary information by communicating directly with R. P. E. Vazifdar, Chief Engineer, Bombay Port Trust, Ballard Estate, Bombay 400 001.

CANADA—Work will soon be started on a **highway** to connect Whitehorse, the capital of the Yukon Territory, to the port of Skagway, Alaska. The highway should be completed by 1975.

SWITZERLAND — The World Intellectual Property Organization (WIPO) is inviting tenders for **electrical, sanitary and airconditioning work** in connection with the construction of an addition to the WIPO headquarters in Geneva. A detailed description of the work and materials (including drawings, where applicable) may be obtained on request from WIPO, 32, Chemin des Colombettes, Geneva; Telegrams: WIPO, Geneva; Telex No. 22376; against payment of 100 Swiss francs (Swiss postal cheque account 12-5000, bank account: Swiss Credit Bank, Geneva). Tenders must reach WIPO by October 20. Inquiries can be addressed by letter, telegram or telex to WIPO or made by telephone to C. Kindler, New Building Sec., WIPO, Geneva (022) 34 63 00, Ext. 312.

CAMEROON — The SEMRY, a Cameroon development company for the Expansion and Modernization of Rice Growing (registered capital of $2.8 million), P.O. Box 46, Yagoua, Mayo-Danai Div., United Republic of Cameroon, (telegraphic address SEMRY-YAGOUA Cameroon), invites bids from individuals and corporations for the **supply and assembly of rice mill equipment** with a nominal capacity of four tons of paddy per hour at Yagoua. International Development Association financing is involved in this project. Detailed information concerning the invitation to bid was to be published in the September 15 issue of the *Daily Bulletin* of the Cameroon News Agency, P.O. Box 1170, Yaounde. This information can be obtained free of charge or sent via air mail with acknowledgement slip to any person requesting it from the Technical Adviser, Ministry of Planning and Territorial Development, P.O. Box 675, Yaounde.

OMAN — The Government of Oman has contracted with the Italian firm, Italconsult, Sp.A., Via Pastrengo 16, 00185 Rome, to build a **100-room, 20-villa hotel** outside of Salalah. The cost will be about $11.6 million, financed by a loan from Italconsult, and Italconsult is expected to provide the management for the first two years. Construction is expected to begin in November; design will be one-story and of vaguely Arabic design. It will be complete with bar, restaurant and freshwater swimming pool. The site is called Al Balid East, about four kilometers up the coast from the Salalah Palace, and the hotel will occupy a narrow 16-hectare beach plot about one kilometer long between two government-owned coconut palm plantations.

MALAWI — **The Lilongwe-Kasungu-Champira Road** is in the final engineering stage being done by the British firm Scott, Wilson, Kirkpatrick and Partners, which also did the preliminary engineering study. The engineers will also put out the tenders and assist the Government in selecting the construction contractors. Malawi's Ministry of Works and Supplies, Box 45, Zomba, expects the final engineering to be completed in November, permitting the construction contract to be tendered in early 1974. Construction should be completed by November 1975. Depending somewhat on the final engineering and subsequent decisions, the length of the road will be about 71 miles. Three bridges using large steel culvert's will be involved. Top width will be 32 feet, with 22 feet to be surfaced.

U.S. Firms Eligible To Bid On Subcontracts For Three UNDP Development Projects

The United Nations Development Program recently announced that contract opportunities concerning three economic development projects for low-income countries are available for international bidding.

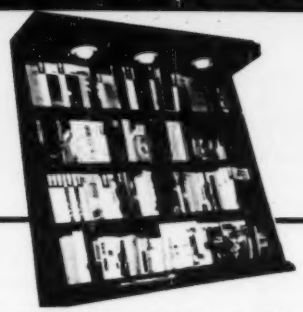
Contracts are awarded on an international competitive basis, therefore interested U.S. firms should direct their inquiries to the designated executing agency for each project. Firms should include an up-to-date resume in their initial contact with an executing agency of the UNDP.

Projects preceded by an asterisk (*) had not been approved at the time of this announcement, and are subject to modification and/or cancellation. Maximum allowable cost of project is listed.

*INDIA — Industry. IND/73/012 — Exploration and identification of **alternative raw materials for paper and newsprint manufacture.** Anticipated sub-contract work: Pre-investment studies valued at $60,000. Executing agency: United Nations Industrial Development Organization (UNIDO), Felderhaus, Rathausplatz 2, A-1010, Vienna, Austria. Expressions of interest should reach UNIDO before October 1.

*REGIONAL — RAF/73/060 — Research for **agricultural development.** Anticipated studies to be sub-contracted: $94,000. Duration of project: One year. Executing agency: Food and Agriculture Organization of the United Nations, (FAO), Via delle Terme de Caracalla, 00100 Rome, Italy.

*REGIONAL — RAF/73/055 — Research into the **control of grain-eating birds.** Sub-contracts expected for $40,000 plant ecology studies and $80,000 for liaison and spray planes. Duration of project: Two and-a-half years. Executing agency: FAO (address above).



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF COMPETITIVE ASSESSMENT AND BUSINESS POLICY

1972 Annual Statistical Supplement

Copper. 17th annual issue. Annual subscription $2 (add 50¢ for foreign mailing). Single copy 50¢.

Quarterly Industry Reports

Containers and packaging. Vol. 26, No. 1. April 1973. Annual subscription $2 (add 50¢ for foreign mailing). Single copy 50¢.

Pulp, paper, and board. Vol. 29, No. 1. April 1973, and Vol. 29, No. 2. July 1973. Annual subscription $2. (add 50¢ for foreign mailing). Single copy 50¢.

BUREAU OF EAST-WEST TRADE

Export Control

Export control bulletin—supplement to export control regulations (ECB-OEC-96). Aug. 24, 1973. 8pp. 50¢.

BUREAU OF INTERNATIONAL COMMERCE

Export Market Digests

Computers and related equipment

Mexico (EMD 73-146). 8pp. 25¢.
Belgium (EMD 73-147). 8pp. 25¢.
Netherlands (EMD 73-148). 6pp. 25¢.
Japan (EMD 73-150). 8pp. 25¢.
Norway (EMD 73-149). 6pp. 25¢.

Global Market Survey

Biomedical equipment. 182pp. At GPO bookstores, $2; by domestic mail, $2.35.

Overseas Business Reports

Annual subscription $16 (add $5 for foreign mailing). Single copy 15¢.

Five-year plan summary: Hungary (OBR 73-29A). 4pp.
Five-year plan summary: Poland (OBR 73-29B). 4pp.
Selling in Greece (OBR 73-30). 22pp.
Foreign trade regulations of Malaysia (OBR 73-34). 8pp.
Foreign-trade regulations of Sweden (OBR 73-35). 8pp.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF THE CENSUS

Small-area data notes. Vol. 8, No. 8. Sold in combination with Data Access Descriptions at an annual subscription price of $5.50. Single copy price varies; this issue 25¢.

County Business Patterns 1972

Alaska (CBP-72-3). 30pp. 75¢.
Delaware (CBP-72-9). 34pp. 85¢.
Dist. of Col. (CBP-72-10). 24pp. 65¢.
Hawaii (CBP-72-13). 32pp. 75¢.
Illinois (CBP-72-15). 172pp. $2.65.
Kentucky (CBP-72-19). 110pp. $1.80.
Maryland (CBP-72-22). 80pp. $1.45.
Minnesota (CBP-72-25). 110pp. $1.85.
New Jersey (CBP-72-32). 126pp. $2.
New York (CBP-72-34). 204pp. $3.05.
South Carolina (CBP-72-42). 92pp. $1.65.
Texas (CBP-72-45). 248pp. $3.50.
Virginia (CBP-72-48). 148pp. $2.25.
Puerto Rico, American Samoa, Guam, and Virgin Islands (CBP-72-53). 84pp. $1.55.

AGRICULTURE

1969 Census of Agriculture

Equipment, labor, expenditures, chemicals. Vol. II, chapter 4. 202pp. $2.60.

Construction and housing

New one-family homes sold and for sale: May 1973 (C25-73-5). 20pp. Annual subscription $3. Single copy (monthly) 10¢. Single copy (annual) $2.

Housing authorized by bulding permits and public contracts: June 1973. (C40-73-6). 102pp. Annual subscription $17.50 (add $4.50 for foreign mailing). Single copy (monthly) $1.25. Single copy (annual) $4.50.

Housing completions: June 1973 (C22-73-6). 12pp. Annual subscription $1. Single copy 10¢.

Market absorption of apartments: annual (H-130-72-5). 10pp. Annual subscription $1.50. Single copy (quarterly) 25¢. Single copy (annual) 50¢.

1970 Census of Housing

Components of inventory change

United States and regions (HC(4)-1). 502pp. At GPO Bookstores, $4.25; by domestic mail, $4.80.

Subject reports

Cooperative and condominium housing (HC(7)-8). 356pp. At GPO Bookstores, $3; by domestic mail, $3.45.

Mobile homes (HC(7)-6). 606pp. At GPO Bookstores, $5; by domestic mail, $5.65.

Geographic aspects of the housing inventory (HC(7)-7). 200pp. At GPO Bookstores, $2.25; by domestic mail, $2.60.

Housing of selected racial groups (HC (7)-9). 164pp. At GPO Bookstores, $2; by domestic mail, $2.35.

Distribution and Services

Monthly retail trade—sales and accounts receivable: June 1973 (BR-73-6). 34pp. 40¢.

Weekly retail sales. Estimated weekly retail sales for weeks ending Aug. 18 (CB-73-247) and Aug. 25 (CB-73-257). 2pp. 15¢ apiece.

Green coffee—inventories, imports, roastings: second quarter 1973 (BG-41-73-2). 4pp. Annual subscription $1.

Foreign Trade

Puerto Rico and U.S. possessions: April 1973 (FT 800-73-4). 26pp. Annual subscription $5.50 (add $1.50 for foreign mailing). Single copy 45¢.

Highlights of exports and imports: July 1973 (FT 990-73-7). 124pp. Annual subscription $11 (add $2.75 for foreign mailing). Single copy $1.

Gold movements: July 1973 (FT 2402-73-7). 4pp. Annual subscription $1. Single copy 10¢.

General imports—cotton manufactures: June 1973 (FT 130-73-6). 14pp. Annual subscription $1. Single copy 10¢.

Governments

1972 Census of Governments

Governmental organization. Vol. I. 480pp. At GPO Bookstores, $4.00; by domestic mail, $4.55. Provides findings of the 1972 Census of Governments concerning the number of governmental units in existence and the nature of governmental units authorized in each State as of early 1972.

Industry

Clay construction products: summary for 1972 (Series: M32D(72)-13). 8pp. Annual subscription $1.50. Single copy 15¢.

Closures for containers: summary for 1972 (Series: M34H(72)-13). 8pp. Annual subscription $1.50. Single copy 15¢.

Spun-yarn production: 1972 (Series: MA-22F-2(72)-1). 12pp. 25¢.

Selected industrial air pollution control equipment: 1972 (Series MA-35J(72)-1). 6pp. 25¢.

Internal combustion engines: 1972 Series: MA-35L(72)-1). 14pp. 25¢.

Air-conditioning and refrigeration equipment: 1972 (Series: MA-35-M(72)-1). 14pp. 25¢.

Woven fabrics—production, stocks, and unfilled orders: 1970 to 1972 (Series: M22A, supplement 3). 8pp. Annual subscription $1.50. Single copy 15¢.

Mattresses, bedsprings, and other sleep furniture: summary for 1972 (Series: M25E(72)-13). 4pp. Annual subscription $1.50. Single copy 15¢.

Salad dressing, mayonnaise, and related products: 1972 (Series: MA-20F(72)-1). 4pp. 25¢.

Office, computing, and accounting machines: 1972 (Series: MA-35R(72)-1). 8pp. Annual subscription (incl. MA-35R) $1.75. Single copy 15¢.

Population

National origin and language (PC(2)-1A). 538pp. At GPO Bookstores, $4.50; by domestic mail, $5.05.

Estimates of the population of the United States to July 1, 1973 (Series: P-25, No. 504). 2pp. 25¢.

Japanese, Chinese, and Filipinos in the United States (PC(2)-1G). 218pp. At GPO Bookstores, $2.25; by domestic mail, $2.60.

1970 Census of Population

Characteristics of the Population

Iowa. Vol. I, part 17. 1076pp. $9.50.

Maryland. Vol. I, part 22. 1074pp. $9.50.

Massachusetts. Vol. I, part 23. 1314pp. $11.

Oklahoma. Vol. I, part 38. 1014pp. $9.

Tennessee. Vol. I, part 44. 1238pp. $10.25.

Household income in 1969 for States, SMSA's cities, and counties: 1970 (PC (S1)-54). 58pp. At GPO Bookstores, 50¢; by domestic mail, 75¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

National Ocean Survey

The following aeronautical chart catalog has been revised and is available free-of-charge from the Distribution Division (C44), National Ocean Survey, National Oceanic and Atmospheric Administration, Riverdale, Md 20840. (301-344-2613).

Aeronautical charts and related publications. Folder-style catalog.

National Marine Fisheries Service

Marine fisheries abstracts. Vol. 26, No. 8. Annual subscription $6.50 (add $1.75 for foreign mailing). Single copy 65¢. Contains summaries of selected articles from trade, engineering, and scientific journals dealing with the entire spectrum of fishery science.

Marine fisheries review. Vol. 35, No. 7. Annual subscription $12.50 (add $3.25 for foreign mailing). Single copy $1.25.

Technical Fishery Reports

Fishery publications: calendar year 1967 —lists and indexes (NMFS CIRC-381). 26pp. 35¢.

Fishery publications: calendar year 1966 —lists and indexes (NMFS CIRC-382). 24pp. 35¢.

Fishery publications: calendar year 1965 —lists and indexes (NMFS CIRC-383). 16pp. 30¢.

NATIONAL BUREAU OF STANDARDS

Federal Information Processing Standards

Standard Metropolitan Statistical Areas (FIPS Pub. 8-3) 20pp. 55¢. Provides standard identifications and codes for representing Standard Metropolitan Statistical Areas for the interchange of machine-sensible data among agencies.

Technical Notes

Durability and maintenance as related to the selection of flooring (Tech. Note 783). 68pp. 90¢. This report is addressed to the problem of selection and maintenance of flooring to the best advantage in terms of durability, type and severity of service, appearance, comfort, and safety.

Methods of measurement for semiconductor materials, process control, and devices —quarterly report: Jan. 1 to March 31. Tech. Note 788). 80pp. 95¢.

Scanning electron microscope examination of wire bonds from high-reliability devices (Tech. Note 785). 36pp. 55¢. An examination with a scanning electron microscope was made of the wire bonds of over 75 high-reliability microelectronic devices. Comments and explanations are given where the phenomena are understood. Although the devices studied had passed preliminary electrical tests and pre-encapsulation visual examinations, many potential reliability problems were identified such as weak bonds, electrical shorts, and contamination.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

A technology of health manpower utilization: uniform measurement and evaluation (PB-219 622). National Technical Information Service, Springfield, Va., for the National Center for Health Services Research and Development. Paper, $4.50. 67pp. Bibliography presenting abstracts and data from selected health manpower studies released through the National Technical Information Service during the period 1967-71. Subject areas cover training, assignment, and evaluation of paraprofessionals; shortages and maldistribution of health manpower; and use of incentives to increase productivity.

Dynamic energy system modeling: Interfuel competition (PB-220 622). Mass. Inst. of Tech., Cambridge. 276pp. $6.75. Reports the formulation and applications of a supply-demand price model for the U.S. energy market.

Personnel involved in the development of nuclear standards in the United States, 1972 (ORNL-NSIC-108). Oak Ridge National Lab. 491pp. $15. A directory of personnel organized by personal name, company name, and standards organization and committee title.

Electric generator set, gas turbine engine driven, skid-mounted, alternating current, multi-frequency (AD-761 125). Teledyne CAE, Toledo, Ohio. 254pp. $6.25. Presents an in-depth analysis of a proposed turbine-powered, mobile, electric generating unit.

Muffler for pneumatic drill (PB-220 372). USS Engineers and Consultants, Pittsburgh. 85pp. $4.85. Describes new muffler designs for percussive pneumatic drills to reduce noise in coal mines.

Catalog of resource materials (PB-220 649). Erie and Niagara Counties Regional Planning Board, Grand Island, N.Y. 347pp. $19.50. Assembles a wide store of urban resource materials that may not be known to planners, consultants, and engineers, but which are applicable to most planning regions.

Changing schedules of work: patterns and implications (PB-219 117). American Institutes for Research, Wash., D.C. 116pp. $5.45. Discusses experiments with a four-day week and flexible working hours. Chapter titles include: orientation and objectives; labor-leaisure trends; experiences with new patterns of work time; toward a general perspective; individual choice and adjustment; roles of business, labor, government and social institutions; and research needed in support of future policy and planning.

Recovery of chemicals from desalting plant brines (PB-220 618). Environmental Quality Engineering, Oakland, Calif. 301pp. $9. Examines brine disposal from desalination plants from the viewpoint of recovering the chemicals in the brine. The study consisted of a preliminary evaluation of potentially suitable chemical recovery processes and a more detailed examination of selected processes.

1972 Environmental job opportunities survey (PB-220 812). Automation Industries, Silver Spring, Md. 166pp. $6. Presents the results of a survey to gather information on the potential size and nature of the environmental protection and control job market for professional and technical personnel through 1975.

Consumer oriented approaches to marketing urban transit (PB-220 781). Stanford Univ., Calif. 425pp. $10.60. Explores the feasibility and efficiency of promoting marketing activity in mass transportation programs.

Transit bus noise control feasibility study (PB-220 809). Wash. Metropolitan Area Transit Commission. 64pp. $4.50. Explores areas of potential noise reduction and determines the feasibility of a retrofit kit for installation on existing vehicles.

The national drug code directory magnetic tape extract has been updated to include drug product information supplied to the Food and Drug Administration through May 1973 by drug firms cooperating in the implementation of the National Drug Code (NDC) system. The tape includes information on approximately 30,000 drug products marketed by 500 firms. Each drug product is assigned a 9-character code. In the NDC tape codes are associated with the labeler (manufacturer, repackager, or distributor), product name and its associated strength, dosage form, legal status, and trade package size. The codes can be used for drug product identification, accumulation of drug utilization data, drug billing, inventory control, automated drug ordering procedures, and in prescription claim processing. Furnished with the tape are a description of the tape layout and formats for each of the four basic card types which appear in the tape extract. Order:

National drug code directory (PB-220 720), supersedes: PB-212 755). $97.50, 1 reel. Please specify recording mode desired: (1) 7-track, 556 or 800 BPI, odd or even parity, or (2) 9-track, 800 BPI, odd parity. Paper copy of the directory can be obtained from Superintendent of Documents, GPO, Washington, D.C. 20402, catalog No. HE 20.4012:971. $4.25 per copy.

Materials requirements in the United States and abroad in the year 2000 (PB-219 675). University of Pennsylvania, paper copy $3.75, 45pp. Divides the world into 10 divisions based on economic growth patterns and discusses requirements of crude steel, iron ore, refined copper, primary aluminum, zinc, fluorspar, sulfur, total energy, and energy fuels for each division.

The computer industry in Japan and its meaning for the United States (PB-220 000). Computer Technology/Resources Panel, Computer Science and Engineering Board, National Research Council, Washington, D.C., 1973, paper copy $5.45, 140pp. Discusses the Japanese economy, general economic context, government and corporate structure, computer hardware and software, technology, and research and development.

Environmentally degradable plastics: A review. (AD-760-718), Plastics Technical Evaluation Center, Dover, N.J., 22pp. $4. Reviews mechanisms for degrading plastics, and companies and universities involved in the degradation technology; costs, suggested applications, military problems with degradable plastics, and the future outlook for degradable materials.

☆ U.S. Government Printing Office: 1973—542-684/5

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